

**THE TIMES**  
1785-1985

**Tomorrow**

**Barrow boys**  
Barrow-in-Furness, the coastal town where nobody swims  
**Turning on the tap**  
After 42nd Street, the new craze is tap dancing  
**Glittering prizes?**  
The literary honours that bring prestige rather than money

**Portfolio**

There were three winners in *The Times* Portfolio competition yesterday. Mr Brian Ralph of London, Mr Edward le Beau of Sevenoaks, Kent and Mr Ian Marshall of Bexley, Kent, each received £666. Portfolio list, page 20; how to play, information service, back page.  
On Saturday, there will be £22,000 to be won - £20,000 in the weekly competition and £2,000 in the daily.

**Labour and Alliance share lead**

Labour and the Alliance each has the support of 35 per cent of voters, and the Tories trail at 29 per cent, a Marplan poll says.

The poll, published in *The Guardian*, supports the findings of a Gallup poll this month. Both reflect the parties' positions in 1982.

**Polish dilemma**

As its east European partners push for economic growth, Poland faces hard choices between investing in out-of-date industry and maintaining standards of living. Page 6

**Spy watchdog**

Australia's security and intelligence organizations will come under the scrutiny of an independent watchdog. Page 6

**Crash kills four**

Mr Alex Sinclair from East Kilbride, and his wife, daughter and son-in-law died in a road accident between Glasgow and Kilmarnock yesterday on their way to a funeral.

**CBI jobs gloom**

Economic recovery has failed to stem unemployment and there is little prospect of improvement, according to the CBI president. Page 4

**Sun court case**

Mr Robert Maxwell would not press for the imprisonment of Mr Kevin McKenna, editor of *The Sun*, in the Mirror Group's contempt proceedings, the High Court was told. Page 2

**England draw**

England drew 1-1 in their World Cup qualifying tie against Finland in Helsinki. Page 22

**8 pages of jobs**

The advance of technology can actually create new posts rather than shrink the jobs market, says Dr David Owen, the SDP leader, in an introduction to today's eight-page section of general appointments. Pages 29-36

**ENIGMA**

Two flights to Barbados and other valuable prizes are offered in this week's Codename Enigma competition. Today's clue is in the back page information service.

**Leader page, 15**  
Letters: On employment, from Mr M. Tamblyn, and Mr H. V. Hodson; White-collar crime, from Prof. J. P. Conrad.  
Leading articles: The Opposition; GLC debate; German education.

**Features, pages 12-14**  
In defence of the poll tax: An American scandal; Rates action that could backfire; Giovanni Agnelli: profile of the chairman of Fiat.

**Obituary, page 16**  
Tapio Wirkkala, Mr Robert H. Taylor.

**Books, page 13**  
Fiona MacCarthy on wartime love; Stuart Evans reviews a Soviet satire and other fiction of the week; Woodrow Wyatt on Westminster; Philip Howard on the quirks of grammar.

Home News	2-5	Parliament	4
Overseas	5-8	Sale Room	16
Arts	16, 18	Science	16
Arts	9	Sport	22-24
Business	17-21	TV & Radio	27
Cost	16	Theatre, etc	27
Crosswords	12, 28	Weather	28
Diary	24	Wills	16
Law Report	24		

## Beirut car bomb kills 60 as civil war spreads

From Robert Fisk, Beirut

Beirut's growing civil war embraced both parts of the Lebanese capital yesterday as a massive car bomb killed 60 people in the Christian sector of the city, while Palestinians fought for their lives in the western half against an onslaught of Shia Muslim militiamen and Lebanese Army soldiers.

In all the violence of the past 18 months, yesterday afternoon's carnage was among the worst. By dusk the smoke of exploding shells and rockets in West Beirut had covered that part of the city in a grey cloud and the casualty toll from the car bomb was expected to rise as many children were counted among the dead.

So heavy was the fighting across Beirut that from many parts of the city it was impossible to reach Sin el-Fil, the prosperous Christian neighbourhood of narrow streets and apartment blocks where the bomb was detonated - some said in a moving car - during the early afternoon rush hour. The detonation sent a fireball through the densely packed houses.

At least 40 cars and buses burst into flames and within a few minutes Lebanese television was transmitting horrific pictures of the massacre.

The bodies of children were taken from a school bus and from second and third floor apartments on as series of blue

stretchers, some of them in school clothes, others in brightly coloured sweaters and shorts. At least two had been partially beheaded. A father was running down the street screaming, holding in his arms the broken body of his child.

The bomb contained about 440lbs of explosives but by early evening there had been no claim of responsibility. The Christian "Voice of Lebanon" radio station referred to "a catastrophic slaughter" as ambulances carried the dead and more than 190 wounded to crowded hospitals throughout the east of the city.

Phalangist militiamen moved into the streets as the fires were still burning in many cars, shouting at rescue workers and tearing cameras from a Press photographer. If the scene was perhaps the worst Beirut yesterday, however, there was equal savagery around the Palestinian camps in the west of the city.

As Palestine Liberation Organization spokesman in the Jordanian capital of Amman blamed Syria for the attacks on the PLO guerrillas in Lebanon, Shia Muslim Amal militiamen poured rocket and machine-gun fire into the shanty town camps of Sabra, Chatila and Bourj el-Barajneh. PLO snipers with automatic rifles tried to hold out around the camp perimeter.

but were blown out of their buildings with anti-tank missiles. Huge clouds of smoke billowed out of the camps, the only Palestinian relief coming from an artillery battery in the mountains above the city that laid down a carpet of shells through the Shia Muslim Ouzai suburb near the sea.

The Palestinians later claimed that this gun was not being fired by them, an unlikely story since the "Druze" who control that section of mountain.

Continued on back page, col 1

**MacGregor defends hard line to MPs**

By David Felton, Labour Correspondent

Mr Ian MacGregor, chairman of the National Coal Board, last night defended the board's refusal to reinstate miners dismissed during the year-long strike, in the face of criticism by members of a Commons select committee.

He said that leniency would have been regarded as "a disaster both inside and outside the industry". The circumstances of the strike made it impossible to operate normal appeals procedures.

A Conservative member of the Employment Committee had accused the board of bias against striking miners. Mr Ron Leighton, the committee's Labour chairman, prevented two Conservative members questioning the miners' president on his attitude to the life sentences on two Welsh miners convicted of murder. Mr Leighton ruled that the committee was investigating only the board's dismissal policy.

The committee was told by the board that 671 of the 994 miners dismissed during the dispute had not been reinstated.

Mr MacGregor said that the board had been unfairly dismissed and more than 450 had done so. Nine cases had been heard so far, of which seven had gone in the board's favour; appeals had been upheld.

Mr MacGregor said that the board was operating a "draconian vindictive and counter-productive" policy on dismissals and discriminating against union activists, a high proportion of those dismissed, particularly in Kent, were union officials.

On the judiciary's attitude to convicted miners, Mr Scargill said: "There has been harsher treatment handed out to miners who have been on strike and fines have been absolutely vindictive".

A non-miner could get two years in jail where striking miners could receive life sentences for the same offence.

Mr Scargill asked the committee to call on the coal board to introduce appeals machinery on dismissals, either through the appointment of an independent "umpire" or by hearings before the industry's national reference tribunal.

Mr MacGregor said after the meeting: "I have been told by

## Burton in £550m high street bid

By Cliff Feldham

A major shakeup in the High Street was heralded yesterday when Burton the menswear group, launched a £550 million bid for Debenhams.

The widely-expected move by Burton is being made in conjunction with the Habitat Mothercare group, the chairman of which is Sir Terence Conran, the design expert.

If the bid succeeds - and the Debenhams board promptly dismissed the terms as "inadequate" - Habitat Mothercare will take over 20 per cent of the trading space in Debenhams' stores and it plans a major facelift for the chain. Sir Terence also has the option to buy a 20 per cent stake in the business.

This will bring under one roof three of the most aggressive High Street retailers. Mr Phil Harris's Harris Queensway group already operated the furnishing and electrical departments in Debenhams.

Mr Ralph Halpern, chairman of Burton, who has masterminded the group's own recovery through stores such as Top Shop and Principles, said the plan was to create a "galleria concept" in Debenhams. This involved establishing bright, well-designed fashion conscious speciality stores, aiming particularly at those between 25 and 55.

Last year Debenhams profits showed a 25 per cent rise at £40.7 million, but half of these profits came from its Welbeck in-store credit operation. But Debenhams has been steadily revamping its stores, and it fended the Harris-Queensway link, which was expected to become profitable this year.

Mr Halpern claimed, however that Debenhams profits over the past five years had barely kept pace with inflation. "The Debenhams performance by our standards is a disaster for its employees, its shareholders, and its customers."

Mr Bob Thornton, chairman of Debenhams, said last night that a management buy-out was a "serious option" being considered by the board. "Speciality store idea put forward by Burton had already been steadily implemented in Debenhams over the past two to three years."

Mr Thornton described Mr Halpern's plans as "laurel". The bid is bound to cause a row in the City. Last week Mr Halpern indicated that Debenhams was not worth its stock market valuation at that time, about £450 million, causing the shares to fall sharply.

Burton's merchant banking advisers S G Warburg, last night denied that Mr Halpern's statement had been misleading.

On the basis of Burton's offer puts a value of around 350p on each Debenhams share. But the market, believing that Burton will have to pay more, marked the shares up 33p to a record 361p, at which the business is valued at about £510 million.

Continued on back page, col 17



Mr Halpern and Sir Terence Conran.

## Thatcher mocks 'fair weather friends'

## Government will complete its tasks, Pym told

By Julian Haviland, Political Editor

Mrs Margaret Thatcher yesterday told her party critics that she would change neither the direction nor the pace of her administration. She mocked the Government's "fair weather friends", and claimed that the electorate would respond to the challenge of her "positive constructive policies".

But although she gave no ground to critics of her economic management, she showed that she had heard the chorus of advice from Conservative supporters that the Government must improve its "presentation" and, in particular, overcome its bashfulness about the level of spending which it had maintained on public services.

"We have been accused of cuts in services where there have been increases," the Prime Minister said. "The only accusation that can justifiably be made is that we do not shout loudly enough about our achievements."

This element in the speech, to the annual Conservative Women's conference at the Barbican, London, seemed to some in her audience like a watershed.

During the Conservatives' six years in office, as the Cabinet was driven back by the recession from its stated policy of cutting to controlling public expenditure, Mrs Thatcher and her senior colleagues have sometimes sounded ashamed, in their supporters' ears, of their frequent upward adjustments to social spending. At the Barbican the Prime Minister boasted of them.

The health service was the

best the nation had ever had. In education, more than ever was being spent on each pupil. The budgets for science and the arts had grown in real terms, the arts by nearly a fifth.

More was being spent on roads. Numbers were higher in "our magnificent police and splendid fire service".

Turning to unemployment - the underlying source of almost all the Conservatives' inner

discontents - the Prime Minister said she understood the exasperation that led people to say "something more must be done".

Mr Francis Pym and his pressure group, Conservative Centre Forward, have made exactly that appeal since Mrs Thatcher's last big public speech in Perth two weeks ago, and have sorely tried her patience. But yesterday she answered

Continued on back page, col 2

Maggie's team always wins because she's the REF. as well...

Thatcher v Pym.



Mrs Thatcher addressing the Conservative Women's Conference at the Barbican, London.

## Kinnock fights off Benn's challenges

By Philip Webster, Political Reporter

Mr Neil Kinnock yesterday fought off the first of a wave of challenges by the Labour left wing to his authority and the far-reaching changes in the party's structure and key adjustments to policies under his leadership.

The party leader clashed with Mr Tony Benn at a meeting of the party's ruling national executive committee after Mr Benn had described the new economic policy document drawn up with the TUC as "violently anti-socialist". He then blocked an attempt by Mr Benn and a fellow left winger, Mr Eric Heffer, to reopen the internal debate over the party constitution and over the action taken against far left groupings.

Mr Benn and Mr Heffer submitted a 3,000 word paper to the executive in which they analysed developments in the party since the last election; criticized the acknowledged shift in the balance of power away from the national executive and the party conference to the Parliamentary Labour Party; proposed the election of the Shadow Cabinet and, in government, an electoral college of party members; attacked the "purges" against the left; and proposed the calling of a constitutional conference to look at the party's power structure.

Mr Heffer complained that the structural changes had been carried out surreptitiously but a

document on economic and social policy, Mr Benn said that its references to building a new consensus, assisting market forces in their investments, and facing economic realities were "violently anti-socialist".

Mr Kinnock, clearly irritated, said he could not leave Mr Benn's remarks unchallenged. There was nothing unsocialist about trying to build a new consensus, seeking to direct investment in a sensible manner. For Mr Benn to say that facing economic realities was unsocialist was not sensible "because most workers do it every day of their working lives right now."

He then told Mr Benn: "People who inaugurate discussions by saying that a

Continued on back page, col 5

## Edinburgh faces £40 rate cut

Rates bills in Edinburgh are to be cut by an average of almost £40 a year in the toughest government action yet against the rates rebellion by Labour led councils.

Similar action is to be taken against Stirling district council, and Labour councillors in Liverpool were told yesterday that they would face penalties if they failed to fix rates by the end of May.

Government sanctions were aimed wholly at Scottish authorities.

Mr George Younger, Secretary of State for Scotland, said yesterday that he would ask parliamentary approval for an order forcing a rate cut in Edinburgh of 5.2p. It means that the city council will have to plan a programme of spending cuts by mid-July.

Parliament, page 4

Rates showdown, page 14

## Inquiry on Legion outbreak

A public inquiry is to be set up into the outbreak of Legionnaires' disease in Staffordshire, in which 37 people have died and more than 160 have been admitted to hospital.

Mr Kenneth Clarke, Minister for Health, announced yesterday (Our Social Services Correspondent writes).

The inquiry, to be chaired by Sir John Badenoch, a consultant physician in Oxford and chairman of the Government's joint committee on Vaccination and Immunization, will have a very broad approach and will probably start in early July.

The inquiry team will include Professor Francis O'Grady, Professor of Microbiology at the University of Nottingham and Mr Dan Hannah, chairman of Warrington Health Authority.

Last night 36 cases of the disease were being treated in Stafford hospitals.



## Quality is a rare bird.

A century of Bovis innovation, professionalism and consistent achievement can be summed up in a single word - quality.

It describes everything we are, everything we do. And never more so than right now, in 1985: Throughout Britain, Bovis Fee and Bovis Management Contracting (the system we introduced almost two decades ago) are delivering not only superb buildings, of all shapes and sizes, but unrivalled value for money and impeccably-kept schedules.

Quality of this order is certainly rare. But if you appoint Bovis for your next project, it's only what you'd expect.

For more information, please call Bernard Hodgson on 01-422 3488. Address: Bovis Construction Limited, Bovis House, Northolt Road, Harrow, Middx. HA2 0EE.

## Bovis

Bovis Construction Limited.

Member of the P&O Group.

Headteachers' threat, page 2

## Teachers meet on new offer

By Lucy Hodges, Education Correspondent

Teachers and their employers met today to discuss an improved pay offer in an atmosphere of some resentment about the timing of the new initiative by Sir Keith Joseph, Secretary of State for Education and Science.

In common with the unions, the employers think the initiative, which offers more money to teachers next year but not this year, does nothing to help to solve the damaging pay dispute which has led to strikes in schools for the past three months.

"It would have been helpful if Sir Keith had done this six months ago," said one employers source. "He has the most extraordinary insensitive sense of timing. To produce this on the eve of pay negotiations is inept."

All parties were agreed that Sir Keith's motive in securing Cabinet approval for a new deal next year was to show that the Government was doing something.

The employers are afraid, however, that it might actually hold up Burnham Committee discussion today, with representatives arguing about what Sir Keith means in some of his proposals for reform of teachers' contracts and promotion prospects.

According to statistics from the Soviet area audience opinion research office in Paris, which conducts interviews with Russian visitors to European countries, 80 per cent of the BBC's Russian listeners are male. A large proportion of listeners are university educated.

About 18 million Soviet adults are estimated to listen to the BBC every month, as opposed to the regular listeners who tune in at least once a week, with the heaviest concentration in the Moscow and Leningrad districts. The audience is drawn from all age groups, the largest being the 31 to 49 group.

The BBC is presently hoping to replace transmission equipment in Cambrisa which is 46 years old with powerful transmitters at a new site in Orfordness, Suffolk.

In spite of the jamming, which extends to Poland, listeners living away from the urban areas are more successful in picking up BBC programmes because sky jammers are not so effective.

## Russian moonlighters get the BBC message

By Richard Evans, Lobby Reporter

Soviet jamming on BBC Russian language broadcasts is being undermined behind the Iron Curtain by a secret band of "moonlighting" engineers it was revealed yesterday.

An estimated 14½ million Russians listen regularly to BBC programmes, in spite of strenuous efforts by Soviet authorities to block the airwaves. Every major city has local jamming stations to reduce the audibility of western broadcasts and in rural areas "sky" wave jammers are used.

Mr Kark said after the meeting: "I have been told by

But Mr Ansten Kark, managing director of BBC external services, told the Commons foreign affairs select committee: "We know there are various technicians in the Soviet Union who make a fairly flourishing moonlighting trade out of adjusting people's sets."

The technicians fiddle with the radios to give them a greater degree of sensitivity "so they can try and cut or minimise the jamming and try all the available frequencies."

Mr Kark said after the meeting: "I have been told by







# 18m dissatisfied customers prompt debate on tougher trade codes

By Derek Harris  
Commercial Editor

The Office of Fair Trading has signalled new efforts to protect the consumer with a survey yesterday which showed that about 18 million Britons were dissatisfied last year with goods bought for services paid for.

The office is likely to concentrate on securing sector codes of conduct.

Sir Gordon Borrie, Director of Fair Trading, is expected to bring out a discussion document during the summer, outlining how a duty on retailers and others to trade fairly could bring additional legislative force to industrial and commercial codes of conduct.

Sections where consumers complained most included motor vehicles, household appliances, furniture, clothing and textiles, footwear, toys and games, repairs and servicing, building work, holidays and professional services.

The survey showed that those dissatisfied with goods and services represented more than 40 per cent of the adult population.

A quarter of them took no action but most of the rest got

The pattern of complaint		
Goods	Value of complaint	Percentage of total
Clothing, textiles	78	1.5
Footwear	57	1.1
Motor vehicles	70	1.4
Food and drink	86	1.7
Household appliances	86	1.7
Furniture	26	0.5
Toys and games	26	0.5
Services	83	1.6
Repairs	83	1.6
Medical	83	1.6
Motor vehicles	83	1.6
Other	83	1.6
Consumer credit	78	1.5
Public transport	64	1.3
Building work	87	1.7
Cleaning	74	1.5
Professional services	80	1.6
Holidays	80	1.6
Entertainment	16	0.3

as % of those with cause for complaint.  
More dissatisfaction after complaints about services compared with complaints about goods is thought to reflect the impossibility of redress in areas such as quality of television programmes.

Source: MAS Survey Research.

In touch with traders, with 3 to 4 per cent approaching a Citizens' Advice Bureau or the local trading standards officer.

The proportions getting satisfaction after a complaint varied, but tended to be below average for building work, holidays and professional services and above average for clothing, textiles and footwear, the survey found.

Cost of goods complained of varied from £5.60 to as much as £2,258 and bills for services ranged between £12.50 and £1,104.

Those are preliminary findings from the survey which is still being studied by the office as a guide to further action to protect consumers.

Sir Gordon said: "This survey certainly shows that there is no room for complacency in shops, stores, the service industries and the quality control departments of manufacturing industry. It emphasizes the continuing need for consumer protection."

Sir Gordon, in his recent annual report, noted a greater willingness in commercial circles to accept customers' points of view. Yesterday he said: "Clearly there is still some way to go."

There are codes of conduct in some sectors where dissatisfaction is high but those without codes include clothing and textiles, toys and games, toiletries and some building work.

It is expected that the office will look at those sectors more closely, although there can be difficulties in devising manufacturer codes for goods mostly of which are imported.



Brave barmaid: Miss Susan Longhurst, aged 26, whose throat was slashed by the killer David Fretwell, was yesterday given a bouquet of flowers by police as thanks for helping to capture him.

WPC Carol Davis and Detective Constable Michael Allen outside the Wiltshire police headquarters in Devizes, feigned death to escape Fretwell, who attacked her at a local beauty spot. In spite of her injuries, Miss Longhurst, who works at the Red

Lion in Avebury, gave a detailed description of Fretwell leading to his arrest five days later.

WPC Davis and Det Con Allen were also praised for their part in capturing Fretwell, who was given two life sentences last month.

## £20m extra insurance for holiday makers

By Michael Baily  
Transport Editor

British holiday-makers will be the world's best protected when new measures to guard against tour operators' collapse come into effect next winter.

A third line of defence is proposed by the Government in the form of a £20 million insurance fund to back the £20 million Air Travel Reserve Fund and the 10 per cent bond put up by individual operators (£18 million in the case of Thomson, the market leader, £26 million for Intasun, £10 million for Horizon).

Announcing the new proposals yesterday Mr Michael Spicer, aviation minister at the Department of Transport, said that the Government was confident that existing arrangements were adequate to protect holiday-makers but the new ones would build an even stronger foundation for the future.

The new fund will be financed out of interest from the existing £20 million fund which was formed from operators' levies. Besides enlarging the funds available, compensation will be speeded up under the Government's proposals by transferring the entire system to the Civil Aviation Authority, which licenses tour operators. About 20 tour operators failed last year, the biggest being Budget Holidays, affecting about 20,000 holiday-makers.

This year no big collapses are expected. Mr Spicer said, in spite of a sharp drop (estimated at about a fifth) in bookings to the main market in Spain. Britain has about 700 tour operators with an expected turnover of more than £2,000 million this year from about eight million travellers.

Those holiday-makers, Mr Spicer said, "will be able to travel with greater peace of mind under these new proposals to strengthen the protection available should tour operators fail".

## Drive for voice computers

By Bill Johnstone  
Technology Correspondent

Computers which can recognize different human voices in a variety of languages and respond to commands instantly could soon be commonplace, if research launched yesterday proves successful.

Seven British universities and six companies are to collaborate in 10 projects on speech recognition and producing artificial voices for computers. The projects will cost £7.8 million with £3.8 million coming from the Government and the rest from industry.

The research effort, which will last between three and five years, is part of a programme to help British industry to develop the computing skills it will need to compete in the next decade. The Japanese and the Americans are involved in similar research.

The scientists will try to increase the vocabulary of their computers, now only a few hundred words.

Announcing the programme, Mr Geoffrey Pattie, Minister for Information Technology, said that the aim was to place in the hands of computer designers new techniques which have yet to be exploited.

## 'Safe house' for teenage runaways

Runaway teenagers are to be offered a refuge in London "safe" from parents and the police.

The "safe house" has been set up at a secret address in Islington, north London, by the Church of England Children's Society, to give youngsters a breathing space to tackle their difficulties.

It will offer short-term refuge to teenagers who are not supposed to live independently, either because they are under 16 or under 19 and in the care of a local authority. In the past they would have been sent by the police or voluntary agencies back to the area they had left and the troubles they left behind.

But the Central London Teenage Project will allow only initial contact between parents and their children at the home by telephone, although meetings on "neutral territory" may be arranged, and the police and social workers will be admitted only by invitation.

Figures from the Metropolitan Police and the Children's Legal Centre show that 2,874 teenagers ran away to London in 1983. At the end of that year 260 had not been found.

## Stars launch appeal for RSPB

Actors and television personalities were at the launch in London yesterday of an appeal in memory of Eric Morecambe to raise £1.5 million for the Royal Society for the Protection of Birds.

The comedian was a member of the society. Mr William Waldorf, Under Secretary of State at the Department of the Environment, announced that the following bird habitats are to be given legal protection.

The One (NW) English, The Swan (North) and the Poole (South) are to be protected. The Poole is a large area of salt marsh and mudflats, the Swan is a large area of salt marsh and mudflats, and the One is a large area of salt marsh and mudflats.

Birds in danger, page 4

## More parking in clamp areas

Motorists in central London boroughs presently using wheel clamps to deter illegal parking are to get more street parking space.

The borough of Kensington and Chelsea is to create extra parking space for about 1,000 cars, mostly residents' cars along more than three miles of side roads by removing yellow lines.

A similar announcement was made some months ago by Westminster council which hopes to make room for some 1,100 vehicles. The two councils are extending the two-year trial of wheel clamps for a further two years.

## Staff blamed for jail suicide

Douglas Dean, aged 26, a market trader of Holborn central London, hanged himself in his cell because of lack of care by staff at Wandsworth jail, a Westminster inquest jury decided yesterday.

Doctors and prison officers failed to notice scars on Dean's wrist which suggested he was a suicide risk, the hearing was told.

## Cardiac closure

The cardiac unit at Westminster Hospital in London which treats about 200 patients a year is to close, Mr Kenneth Clarke, Minister for Health, announced yesterday. The move will save £600,000 a year.

## Cricketer's meal rumpus

Vernon Jackson a cricketer, took his touring team to a restaurant owned by his employer, Robin Bamford, and refused to pay the bill because he considered Mr Bamford owed him money, magistrates at Teignmouth Devon, were told yesterday.

The price of the meal was £250.

Jackson of Willowfield, Harlow, Essex, who had pleaded guilty, was given a one-year conditional discharge for dishonestly intending to evade payment of the bill, and fined £30 for punching a hole in the ceiling of the lavatory of the restaurant, the House of Prawns, in Stokeinteighhead. He was also ordered to pay costs of £113.35.

Mr Paul Green, for the prosecution, said Mr Bamford had been a director of Robco Security Systems which had gone into voluntary liquidation owing money.



Vernon Jackson yesterday: Expensive eating.

## Doctors' concern on gas burns

By Thomson Prentice

Camping stove accidents are causing increasing concern to specialists in burn injuries who say the butane gas stoves involved are "intrinsically very hazardous."

At least three people died last year from burns after such accidents while camping in tents or caravans.

Research at the Wessex regional burns unit and the Odstock Hospital, Salisbury, has shown that of 31 victims of stove fires admitted to the hospitals in the past 10 years, most spent more than 10 days in hospital, and four needed skin grafts. One died.

The stoves incorporate a small canister of liquid butane. The gas is released to the burner after the canister has been pierced by a sharp point of the burner-valve unit.

If the burner-valve unit is not properly fixed into the appliance, gas will leak from the canister, and if there is a naked flame nearby will cause an explosion.

According to Dr Peter Shakespeare, of Odstock Hospital, at least 18 of the accidents he helped investigate happened while, or immediately after, the canister was being changed.

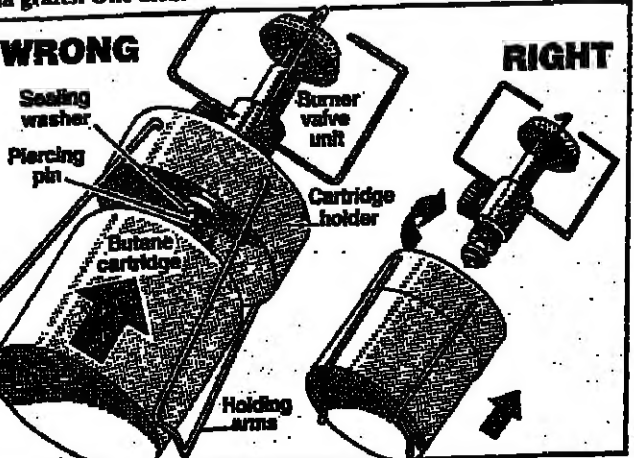
"Even when the appliance is changed in accordance with the instructions, pressurized and uncontrollable leakage of the butane gas occurs from the moment the canister is pierced until a tight seal is established by screwing home the canister holder," he said.

There were 18 deaths involving butane or propane gas during 1982-83, according to Department of Trade figures. They included seven explosions from heaters, three from cigarette lighter refill tubes, two from gas cookers and one from a camping stove.

Between November 1983 and February 1985, there were 76 non-fatal accidents involving gas or propane appliances.

The Department of Trade has written to 20 burns units in England and Wales seeking details of other such accidents to help decide what action might be required.

Dr Chris Lawrence, director of a Medical Research Council group at the Birmingham Accident Hospital, said: "Victims say it is a very frightening experience. They describe a slow, explosion in which they see a roll of flame coming towards them, but they cannot escape from it."



Wrong: The cartridge is fitted into the assembled appliance and pierced without being held securely in place. Right: The butane cartridge should be placed into its holder before it is attached to the valve unit and then pierced.

# Dixons

## WINE & DINE SET FREE

### SHARP MICROWAVES

with

**FREE ELEGANT 20-PIECE SERVICE**

with these Sharp Microwaves. Attractive set for four, including dinner and dessert plates, soup bowls plus medium and large wine glasses. Microwave safe.

**SHARP**

Brilliantly designed oven with variable power to 600W, 60-minute timer, spacious 0.9 cu.ft. capacity with easy clean stainless steel oven walls, auto glass turntable for perfect, evenly cooked food - everytime! Model: 1326

**SHARP Exclusive to Dixons!**

**£239.99**

Dixons Deal

NO DEPOSIT INSTANT CREDIT £10 MONTHLY WITH CHARGE CARD. TYPICAL APR 32.9% NO DEPOSIT INSTANT CREDIT £8 MONTHLY WITH CHARGE CARD. TYPICAL APR 32.9%

**FREE 5-YEAR GUARANTEE**

**HITACHI Auto-Sensor Plus**

Manual Setting Control. The amazing Hitachi auto-sensor detects when selected dishes are cooked and automatically switches off. 1 cu.ft. oven with stainless steel walls. Model: 6300

**£229.99**

Dixons Deal

NO DEPOSIT INSTANT CREDIT £10 MONTHLY WITH CHARGE CARD. TYPICAL APR 32.9%

**HITACHI Auto-Sensor with Defrost Indicator**

Advanced feature model with defrost indicator to take the guesswork out of defrosting. Plus auto-sensor for automatic cooking of selected dishes. 5-setting variable power. 1 cu.ft. capacity. Model: 6450

**£279.99**

Dixons Deal

**SANYO With Variable Power**

Superbly simple cooking control - featuring SEVEN pre-set power levels from 10% right up to full 500 watts. Automatic turntable for evenly cooked food. Precision 30-minute timer. Compact exterior dimensions that fit easily into your kitchen. Used 0.8 cubic foot capacity. Model: EM1410

**£169.99**

Dixons Deal

**Never Beaten!**

**Dixons Deal**

**INSTANT CREDIT**

NO DEPOSIT Instant Credit - up to £750 could be yours to spend now with a Dixons Chargecard. Typical APR 32.9%

280 BRANCHES NATIONWIDE  
For your nearest Dixons shop simply use Dixons 24-HOUR PHONE SERVICE  
01-581 2268

LOWEST PRICES GUARANTEED  
We promise to refund the difference if you find you could have bought any of our specially selected Dixons Deal Offers cheaper locally at the time of purchase and call within 7 days.

14-DAY MONEY-BACK GUARANTEE  
We guarantee a full refund on many selected products if you are not completely satisfied. Simply return your equipment as purchased to Dixons within 14 days of that purchase.

Dixons Ltd Prices - prices previously charged but not necessarily for 28 consecutive days in the previous 6 months. Offers subject to availability. APR prices may vary. Locally Instant Credit subject to status, agreed terms and conditions - recognised credit card. Chargecard by Club 24 Ltd. Written credit offers from Dixons Ltd. 19-24 Hock Street, Edgware, Middx.



## Busmen's pensions

Mr William Walker (Tayside South, C): Ever since the beginning of time man has always looked at ways of defence and weapons systems have been delivered. The research programme is a continuation of what has gone on since war began. Sir Geoffrey Howe: I agree with his general analysis.

Mr John Strang (Edinburgh East, Lab.): The important element of these weapons is destabilisation as seen from the perspective of the world, especially in the so-called transition period. There is a danger that pressing ahead with the strategic defence initiative could lead to the military arms Geneva talks.

Sir Geoffrey: I cannot emphasize too strongly and too often the fundamental fact that research into space defence systems of this kind has been undertaken for many years on a large scale by the Soviet Union.

For that reason we support the research being undertaken by the United States. We also welcome attempts being made by the US to co-operate with the Soviet Union. We welcome their clear statements that any SDI deployment must be a matter for negotiation.

Mr Richard Luce, Minister of State for Foreign and Commonwealth Affairs, said there was no doubt the Soviet Union was still trying to indulge in wedge-driving between the United States and Europe.

### Healey: Ran research on both sides

Mr Healey: The real wedge is being driven by the unilateral decision within the Alliance by the United States Government to pursue SDI and revise its position on SDI repeatedly since the meeting with the Prime Minister last December.

Mr Healey: The very serious deadlock at the first series of meetings in Geneva, has not the time come in which the British Government - where the Foreign Secretary has expressed some very strong reservations about the present position - has not been able to well-known space recently - should take the initiative in reorganizing some European action to try to break the deadlock by combining action to prevent experiments which can be observed in space-related weapons with some massive reduction in offensive weapons? This is the only way forward, and only Britain can lead the initiative within Nato in this direction.

Mr Luce: The objective agreed between the United States and the Soviet Union was to prevent the proliferation of military weapons in space and limiting and reducing nuclear arms on earth. The two complement each other as the United States administration has

compromise to block a lowering of cereal prices during talks between EEC agricultural Ministers concerned a political reality. Sir Geoffrey Howe, Secretary of State for Foreign and Commonwealth Affairs, said during questions in the Commons.

This was that no EEC member state was ready to be voted down when an issue of important national interest was at stake.

It was, he went on, but in order to avoid that kind of a member state insisting upon it should through a special procedure explain fully and more formally why it believes an important national interest is at stake. It is important to note that the Government recognizes national interest and yet allows progress to be made in the Community.

Mr David Owen, leader of the SDP: Would it not be better if the German Chancellor unequivocally accepted the compromise that Sir Geoffrey Howe said is necessary for the development of the Community and if there is to be a treaty amendment on majority voting that we must incorporate the principle of compromise that Sir Geoffrey Howe said is an important feature in this context is that the Federal German Republic has tactically exercised and recognized the principle of compromise.

Mr Nicholas Brown (Wolverhampton South West): Cf will Sir Geoffrey Howe tell Chancellor Kohl

Transport, said when the gulliopted report stage of the Transport Bill was resumed in the Commons.

However, after he had given an assurance he would not agree to any programme to promote the interests of company's operations unless it would promote sustained and high competition, Mr. Matthew Parris (Derbyshire West, C) withdrew an amendment designed to ensure that the Government should not allow into a larger number of small companies rather than a few large companies.

Mr. Mitchell told MPs that he had asked the board to draw up options for privatization. The board had appointed a merchant bank to advise and his department had last week appointed consultants to accounts.

Until the Government had seen the options later in the year and discussed them in detail with the companies, he would not know how many units the National Bus Company would be transferred to the private sector. But he would insist on competition, which was the cornerstone of the Bill.

Mr. Parris then moved an amendment which would ensure pensions of employees of the National Bus Company would be protected and employers would fulfil their obligations.

She said the Secretary of State had decided in the most arbitrary and insensitive way that the total

It was clear that there was no guarantee for the future, because the pension companies would not be able to keep the same number of staff. All they were asking was that the work they had done and the pensions involved could be given some form of guarantee.

To boost the credibility and the Government's credibility on the Bill depended on the answer he made to the amendment.

The minister was right and this guarantee was not needed because pensions would be adequate when they were being asked. He would be showing an earnest of good faith with many decent workers who had given long service.

I shall not vote for third reading if the minister cannot give a satisfactory answer.

Mr Malcolm Bruce (Gordon, L) said that the minister talked about whether or not there was a risk, but the risk had been created by the Government. He should give an assurance that beneficiaries of the fund should continue to receive benefits.

Employees of the NBC had reason to expect they would be given treatment similar to that of those affected by Government action.

Mr Richard Alexander (Newark, C) said that if the amendment was accepted it would relieve a great deal of anxiety. He asked why the Government should not do this.

answering a debate in the House of Lords on the significance to the changing economy of Britain of support given to the British Tourist Authority and the National Tourist Boards.

There had been a massive increase in tourism to this country over the past 25 years, he said, but whether it continued depended on the service given to visitors rather than on the amount of money provided to the industry by Government.

It is part of my task (he said) to look at the obstacles placed before those who are engaged in the hotel and tourist industry and to see whether they are really needed. This is not the time for us to continue to debate specifically (he said) but to make general, broad precautions, save to say we must ensure that we have suitable and adequate precautions for the protection of tourists and also ensure that there is not so much bureaucracy that we slow down the working of the system and put to

The peace of the tourist industry was shattered by the economic depression. So important as a tourist attraction with the steady decline in agricultural incomes due to the farm surpluses in Europe. Something substantial had to take the place of agriculture and tourism could fit the bill.

That would be helped by the creation of an inspectionary system in Scotland to see that hotels and food and breakfast establishments were of a certain standard. That would encourage tourists by cutting out sub-standard places.

Lord Forster (C) said tourism should be one of the British financial investments. The country would be welcoming visitors to see after the big willows of the North had run dry.

The tourist industry believed that it had justified its case and had more money. It should not forgotten that the industry was a major contributor of taxes on tourism.

His own company had last year paid £140 million in taxes, raised £100 million in profits. It did not mind paying so long as it did not result in top heavy bureaucracy unable to take a flexible and positive approach.

Vicent Brentford (C) said that the more the more British Tourist Authority offices in America. So an investment would produce good returns in increased visitations to the United Kingdom had a lot to offer.

[illegible]


**Young: Walter an honourable**  
ambassador

He is right to draw attention to the behaviour of a small and unrepresentative group of Sikhs in this country. We utterly condemn their behaviour. Those who break the law will suffer the consequences. It is like the case of Mr Geoffrey Dickens (Litchfield, rough and Saddleworth, C): We should be thanking Mrs Thatcher who, despite a very firm visit to the area, has found time to visit Mr Gandhi. That is the way to proceed when touring abroad. She likes to call in on Delhi, keeping up a very good relationship, and the Indian nation is now interested in such a way of pursuing many other types of British goods.

Sir Geoffrey Howe: I gladly endorse the tribute to Mrs Thatcher. He is right to draw attention to the fact that exports to India last year totalled no less than £780 million.

Mr Michael Meadowcroft (Leeds West, L): Will he make representations to the Government and express our concern at the continuing problems of members of the Sikh community within India?

Sir Geoffrey Howe: I understand his concern. It is right to acknowledge that the Indian Prime Minister has made a number of small mistakes in dealing with the problems within India. Those moves deserve to be recognized.



**Budget: There will be no reform of CAP**

**Sir Geoffrey Howe: I will leave Mr Budget to transmit his own message himself. (Laughter.)** The fact is that as a result of decisions taken in 1984 and at other times substantial steps are being taken to reform the CAP. It is important, of course, that some kind of discipline should apply to central prices.

**Parliament today**

**Comments (L30):** Debate on the report of the Commission for Racial Equality on immigration control procedures. Greater London Council.

worse for a better position than members of any other well-meaning political school.

If they were transferring activities to the private sector they must not perpetuate the link with the Government, let alone the guarantee of the NRC.

NBC did not at present guarantee the funds in the indefinite way suggested in one of the amendments and it was not right to pledge the Government to do so. It was not in a specially favourable position.

The amendments would make the present position too rigid and would restrict the scope for new initiatives.

If they sought more certainty about the adequacy of the of the funding, the trustees might want to seek wider backing from somewhere else in the private sector, not the Government. He hoped the trustees would explore that option fully. That would require negotiation with the insurance companies and the House should not be too hasty to reject the amendments.

The House should trust the Government's assurance that it would see the funds were at an adequate level, at the time of the dissolution of the NRC.

Mrs Dawood said this Conservative Government had a proven record in protecting the interests of pensioners.

hotel proprietors in large con-  
 Were any grants or loans available  
 for new people setting up hotels,  
 particularly privately as opposed  
 to the chain hotels like the Ram-  
 Ra organization? Without help so  
 the cost was passed to tourists and  
 consumers and all the benefits  
 tended to be lost.

Mr. J. S. Shubert, for the  
 Opposition, said the question it  
 must face the Government was  
 some marksmen in the light of  
 political philosophy was, would  
 should it give any money to the  
 tourist industry, why should not  
 private sector fund the nation's  
 effort to promote tourism?

I would answer that the went  
 by saying that the tourist industry  
 would suggest that the Government  
 where many of the operators were  
 very small and they cannot  
 together in a meaningful way  
 promote the industry.

The Government has a duty  
 second, the climate is not the same  
 in which the industry can flourish.

5

They disliked the weather, but liked the food. Among the main reasons introduced was the Bishop of Manchester, the Rt. Rev. Stan Francis.

property following the recent revaluation.

Mr Moore stated: Where a person receives accommodation provided by reason of employment the tax charge on the benefit can in certain circumstances be based on the property's "annual value". To avoid individual valuations, the Inland Revenue has in practice accepted that a property's gross rateable value may be used as its annual value for tax purposes.

The recent rating revaluation in Scotland will, however, mean that gross rateable values in Scotland will be considerably higher than

# Edinbu

## SCOTLAND

Mr George Younger, Secretary of State for Scotland, indicated in a continuous reply that he had written to Edinburgh District Council, calling on it to reduce its rate by 5.2p in the £ and inviting them to make representations about the proposed reduction.

## Bill to pro

A Bill which, among other provisions, follows the Scottish Law Commission recommendation that no child should be referred to directly or indirectly as unlawful because of the lack of marital status of his or her parents was given a Commons first reading in the House of Commons.

Lord James Douglas-Hamilton (Edinburgh West, C) was given leave to introduce the Law Reform (Parent and Child) (Scotland) Bill.

He said that the Bill was based on

## ate children

1

## Pro-Nuncio to retire in August

By Clifford Longley  
Foreign Affairs Editor

**Industrial Correspondent**

indices - growth, manufacturing production, exports, investment and profitability - showing marked improvements. "With inflation still under control, the outlook must be one of continuing improvement", he added.

The economy had been rising from a very low base and the fact that manufacturing output was still 7.8 per cent below 1979 was an indication of those sectors of industry still suffering from recession, Sir James said.

"In addition, record interest rates are a continuing restraint on growth and not just in the United Kingdom's performance cannot be taken in isolation from our international competitor nations, several of which are recovering more strongly than us."

The Queen, with Major-General

of the Coldstream Guards, in-  
to the London T-

**The Pope's representative**  
British and apostolic pro-nuncio Archbishop Bruno Heim is to retire in August, as originally reported in *The Times* Daily. He was confirmed yesterday.

He was 74 in March, and the rules of the papal diplomatic service specify retirement at that age. He has been in the post since 1971, and is a cleric elevated from apostolic delegate to pro-nuncio on the opening of diplomatic relations between Britain and the Holy See in 1982.

Archbishop Heim has been instrumental in the appointment of nearly 40 bishops to the Roman Catholic Church in England, Wales and Scotland, including that of Cardinal Hume. The hierarchy will take leave of him at a Mass in Westminster Cathedral on July 10.

n  
 -  
 is  
 y  
 it  
  
 e  
 c  
 at  
 n  
 d  
 e  
 of  
 n  
 n  
  
 n  
 -  
 e  
 n  
 a  
 l  
 e  
 n  
 y

## claims and job transfers

Mary Lesley Bebbington, an ophthalmic optician, yesterday won an appeal to the Privy Council against a decision of the General Optical Council's disciplinary committee that her name be erased from the register of ophthalmic opticians for breaking advertising rules.

She had been accused of permitting her company, M L Bebbington in Bond Street, Bristol, to practise above the premises of Specsavers, which used advertising displays which would have been objectionable if used by an ophthalmic optician.

Mr Arthur Capelin, secretary of the GLC Staffs Association, believes "the timetable is now so tight that it will be impossible to execute before midnight on March 31 next year."

Although the Government has laid out a framework for transferring and re-employing

Some staff, such as members of the fire brigade, are, in theory, "safe": they will be "designated" and blocked to be transferred to a successor authority. That, however, does not necessarily include other staff who may service the fire brigade, such as architects, builders, clerks, but are not deemed "members of it."

A recent trawl for early retirements in the London Education Authority brought up hundreds of names and will take months, if not years, to process. The transfer of housing jobs to boroughs began nearly five years ago, ends this summer with the transfer of Tower Hamlets.

"The Government and staff commission," Mr Capelin says, "are hardly likely to be able to achieve the same thing on a much larger scale in a few months."

Mr Robin Gray, secretary of the staff commission, disagrees.

[illegible]

Guards Parade yesterday before presenting new colours to the 1st and 2nd

[illegible]

1

6

100



## Pressure for tough action on incompetent doctors backed by Privy Council

By Nicholas Timmins, Social Services Correspondent

The Department of Health is pressing the General Medical Council to take tougher action over incompetent and inconsiderate doctors.

Against the Council's wishes, the department has broadly backed changes in the law put forward by Mr Nigel Spearing, Labour MP for Newham South, which would allow the Council to impose conditions on the registration of a doctor found guilty of unacceptable conduct.

At present the only charge the GMC can bring is one of "serious professional misconduct". But in recent years there has been criticism that the council has failed to act effectively where doctors have treated patients incompetently and rudely, even when a patient has later died.

In one case, a doctor failed to examine adequately, treat or admit to hospital a boy aged eight who died four days later of meningitis. But while the Council found the facts proved, it found the doctor not guilty of serious professional misconduct and merely admonished him.

Some months later he was found guilty of the charge in another case where he told a woman who had a miscarriage to wrap the foetus in newspaper and flush it down the lavatory.

The case led Mr Spearing to draw up a private member's Bill

allowing the GMC to impose conditions on a doctor's registration for unacceptable conduct that fell short of serious professional misconduct. To head off the Bill, the Council last November broadened its proceedings to include a wider range of cases where it is alleged doctors have failed to provide a proper standard of medical care.

But according to a report to this week's meeting of the General Medical Council, the Department of Health and the Privy Council, which acts as a court of appeal on the GMC's decisions, have both pushed for far more fundamental changes.

"The comments from the Privy Council and health departments went beyond the council's proposals for minor adjustment of existing established procedures and suggested fundamental changes, not only in the disciplinary procedures of the council, but also in the statutory provisions on which they are based," the report says.

"For example, the health departments proposed changes to the law on lines similar to those proposed by Mr Spearing."

Sir John Walton, president of the GMC, has since had meetings with Lord Whitelaw, Lord President of the Privy Council and Professor Donald

Acheson, the Chief Medical Officer, and reports that "some progress has been made" in persuading Lord Whitelaw that the department's proposals "would not be appropriate".

Further discussions have taken place between the GMC and the Department of Health, and the council has recommended the working party that reviewed the rules and recommended the earlier changes. The department's attitude is likely to encourage Mr Spearing to continue to press for changes in the GMC's powers. Last November he criticized the limited changes agreed by the council, saying that without a change in the law "the GMC cannot do anything effective other than give publicity and a dressing-down in public in cases which they do not consider serious professional misconduct, but where conduct has clearly been unacceptable".

The council is opposed to creating a new and lesser charge of unacceptable conduct because it argues that it would create confusion and injustice, and that doctors clearly understand the traditional test of "serious professional misconduct". It maintains that doctors could find themselves facing more serious penalties on the lesser charge than on the greater.



Intensive care: Doctors tending baby 'D', a girl, while a jubilant Mr Frustaci hugs the family obstetrician.

## Surviving septuplets stable

Orange, California (NYT) - Six surviving septuplets born to Mrs Patricia Frustaci were in a serious but stable condition in hospital here yesterday. The mother, a teacher, aged 30, had taken fertility drugs. She was suffering from hypertension and doctors at St Joseph's Hospital, who delivered the babies by caesarean section 12 weeks prematurely, believed the condition caused one baby to be stillborn on Tuesday. After the birth the father, Mr Samuel Frustaci, aged 32, said: "It's a neat experience. Family life is great."

Doctors said the surviving babies, four girls and two boys, so far named A, B, C, D, E and F, were normal for babies born at 28 weeks. They weighed 1lb 10z

to 1lb 13oz. Doctors said each had a 50 per cent chance of surviving. Mrs Frustaci, who was recovering from a general anaesthetic, was in good condition and would spend two days under observation in an intensive-care unit. The smallest baby, a boy, received a blood transfusion after the birth because he was pale and did not stabilize as quickly as the others. Mr Frustaci, a salesman, said he had set up a trust fund for the babies and hoped to sell the publication and film rights to their story to help pay for their care. The couple have a year-old son, who was also conceived while Mrs Frustaci was taking the fertility drug. The Guinness Book of Records lists no cases of septuplets all surviving.

## Ershad to free all opposition leaders

Dhaka (Reuters) - President Ershad said yesterday that he would soon relax martial law and revive political activity in Bangladesh. As district elections ended he said he would again invite political leaders to talks on Bangladesh's future.

He also intends to free all opposition leaders detained after he reimposed martial law last March.

Opposition parties had called for a boycott of the polls, but the president said: "The success of the upa-zilla (district) elections has proved that I was right and the Opposition was totally wrong."

Although the polls were held on a non-party basis, he added, at least 300 winners belonged to Janadal, the party he helped to form in 1982. The elections also showed that "the broad masses could not be intimidated by coercion, threat and terrorism".

At least 14 people were killed and 400 wounded in clashes and sporadic bomb blasts across the country in two weeks before voting at 460 districts on May 16 and 20. Violence between rival groups disrupted polling on both days and people in 148 centres returned to vote yesterday.

The district councils will be responsible for local administration and development, and have the power to levy local taxes, but opposition parties alleged that the elections were designed to strengthen the President's military rule.

## Couple left pets hungry over holiday

A couple abandoned their four cats, a pony and a goat last Christmas without adequate food, water and shelter, magistrates at Teignmouth, Devon, were told yesterday.

Ronald Fessl, aged 57, and his wife Mary, aged 38, left their pets at their home in Dartmoor on December 22, spent the holiday with relatives in the Midlands and did not return for four days, Mr Philip White, for the prosecution told the court. Mr John Gordon, an RSPCA inspector, found the cats in a "fairly sorry state" crying pitifully.

The post and the pony were tethered and had no food.

The couple were each fined £45 under the Abandonment of Animals Act, 1960, and ordered to share costs of £50.



Camera shy: Christine Keeler, aged 42, who was at the centre of the Profumo affair in 1963, trying to avoid photographers yesterday at the London Hilton, where she addressed the British Society of Magazine Editors. Her book *Sex Scandals* is to be published on May 30.

## Ten on dog fighting charges

Ten men charged in connection with dog fighting appeared before magistrates at Cheshunt, Hertfordshire, yesterday. They are the first such charges to be brought this century, an RSPCA spokesman said later.

Police Inspector Neil Best asked for the accused to be remanded because inquiries are continuing and further arrests are likely. The men were remanded on unconditional bail until June 19.

They were charged with aiding and abetting a person unknown in the ill treatment of two Bull Terriers under the Protection of Animals Act 1911. Dog fighting was made illegal in 1835.

The arrests came after a joint raid by the police and the RSPCA on a barn in Coopers Lane, Enfield, north London, on May 11 this year.

The accused are: Richard Hassell, aged 18, unemployed, of the Chequers public house, The Causeway, Potters Bar, David Morphen, aged 37, a bricklayer, of Hawthorn Close, Hertford, Christopher Jerome, aged 22, of Gosden End, Berkhamstead, Peter Ogden, aged 22, unemployed, of Park Road, Northaw, Potters Bar, Sean Walters, aged 22, a British Rail trackman, of Cotnamill Crescent, St Albans, all in Hertfordshire; Simon Burman, aged 20, of Ravensley Road, Balham; Clive Wilcoxon, aged 24, a London Regional Transport foreman, of Alfred Road, Sutton, and a youth aged 16 from Balham, all South London; Peter Johnson, aged 39, unemployed, of Genge Avenue, Parkfields, Wolverhampton, and Alan Brown, aged 33, unemployed, of no fixed address. Another man, Bernard McCormack, aged 28, of no fixed address, failed to appear.

## Legal official stole money

Richard Barnes, aged 41, a senior legal executive of fettlepen, Devon, was jailed for 12 months yesterday at Oxford Crown Court for stealing £55,000 of clients' money from a branch of Linnell & Murphy, solicitors, at Bicester, Oxfordshire, where he worked.

Mr Jeremy Roberts, QC, for the prosecution, said that instead of investing clients' money, Barnes withdrew some and transferred it to his own account.

## Lay Observer defends role of Law Society

By Peter Evans, Home Affairs Correspondent

Resistance to pressure for an independent body to investigate complaints against solicitors has found a powerful ally in the Lay Observer, Major-General John Allen.

He examines on behalf of the Lord Chancellor allegations about the way the Law Society handles complaints.

He comes out against independent investigation in his annual report published this week. Of the 207 cases last year that he finished examining, he found only one in which he had to recommend that the society should reconsider its decision.

In a further 12 he criticized some aspects of its treatment of the complaints while not disagreeing with the society's findings.

He says that the pressure for an independent body comes from some consumer organizations, other bodies, and some solicitors, and believes that the society has been unfairly criticized "in some sections of the media".

General Allen sees no conflict of interest between its disciplinary role, and its representation

of the solicitors' profession, provided that it is seen to act competently and fairly in its treatment of complaints.

Referring to planned changes he says: "I know of no other profession whose clients are so comprehensively protected."

He favours an arbitration scheme for claims amounting to more than £200 against solicitors. That would help clients deterred from taking court action for fear of costs, he says.

It was vital that the society should take steps to improve the performance of solicitors who broke rules or fell below expected standards.

He could not see how the society could do that if it no longer investigated complaints, nor how it could then be regarded as a truly independent self-governing profession.

In his report, General Allen finds delay by solicitors a frequent cause for complaint though the client is not always without blame.

Tenth Annual Report of the Lay Observer, 1984. (House of Commons Paper 387) Stationery Office (£3).

NEW HIGH RATE BONDSHARE. LIMITED ISSUE.

# ONLY A SELECT HANDFUL OF INVESTORS CAN SEE INTO THE FUTURE.

With a new Abbey National High Rate Bondshare we guarantee to pay you 2.50% above our normal share rate for two whole years. So you can have both hands very firmly on the future.

Although rates vary from time to time, currently that's a hefty 10.75% net p.a.

You hardly require the powers of a clairvoyant to see that this is no ordinary investment opportunity.

### STRICTLY LIMITED ISSUE

To set the ball rolling you require a minimum of £10,000.

In return, your investment will yield an equivalent of 15.36% gross if you're taxed at the basic rate. And you may invest up to the total joint account limit of £500,000.

As you might imagine, an investment opportunity of this nature has to be strictly limited. So we urge you to act swiftly.

### ACCESS TO YOUR MONEY

If you need to get at your money, withdrawals can be made without penalty providing you give us ninety days' notice. Or you can have instant access but you'll lose the equivalent of ninety days' interest on the amount withdrawn.

Either way, even if you leave in less than £10,000, your Bondshare will still live up to its name and earn you the full high rate.

### WHAT HAPPENS TO YOUR INTEREST?

Your annual interest can be re-invested in your Bondshare. Alternatively, it can be paid into certain other Abbey National accounts or into your bank. It's your decision.

But to take advantage of this unique investment opportunity you'll need to act smartly.

So return the coupon to us today. Or call in at your nearest Abbey National branch to apply for the new High Rate Bondshare.

Because if you've £10,000 or more to find a home for, your future investment plans should now be crystal clear.



Are you as happy with your building society?

ABBEE NATIONAL BUILDING SOCIETY, ABBEE HOUSE, BAKER STREET, LONDON NW1 6XL

To: Dept. B.S.1., Abbey National Building Society, FREEPOST, United Kingdom House, 180 Oxford Street, London W1E 3YZ.

(We enclose a cheque for £\_\_\_\_\_ to be invested in a High Rate Bondshare Account at my/our local branch in \_\_\_\_\_)

Please send full details and an application card. Minimum investment £10,000. Maximum £250,000 (or £500,000 joint account).

10.75% = 15.36% NET P.A. GROSS EQUIVALENT

ABBEE NATIONAL HIGH RATE BONDSHARE

Interest will be credited annually. Remember rates may vary.

Full name(s) Mr/Mrs/Miss \_\_\_\_\_

Address \_\_\_\_\_

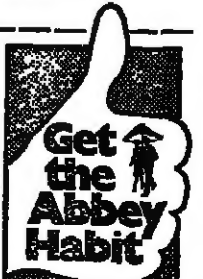
Postcode \_\_\_\_\_

Tel. \_\_\_\_\_

Signature(s) \_\_\_\_\_

Date \_\_\_\_\_

T58





# Hard choices lie ahead as Poles strive to pull economy out of the past

Moscow's East European allies are gearing up for a new five-year plan supposed to push or pull the Comecon trading block into the computer age.

Comecon leaders will meet here probably between June 23 and 25, to commit themselves, more in hope than expectation, to a comprehensive programme of innovation intended to narrow the technological gap with the West.

Ironically, the host for this summit has an economy firmly embedded in another era. Poland has been concentrating for the past five years not on modernization, but on trying to half a drastic slide in the standard of living.

Three documents circulating in the Polish Parliament - the plan for 1986, the five-year plan for 1986-90 and a 10-year long-range forecast - make it clear that Poland has missed the boat and is condemned to paddling in its wake.

The most significant document is the five-year plan which will have to be co-ordinated with the plans of the rest of the Soviet bloc. There are three possible variants: the economy (or national income - loosely equivalent to the Western idea of gross national product) can grow by 16 per cent, 19 per cent or 21.5 per cent. Whichever variant is chosen - and only the

From Roger Boyes, Warsaw

third makes any guarantee that Poland will become a stronger competitor in world markets - the growth is limited by a number of special factors.

● The growth of the working population will be much slower than in the previous five years while the number retiring will increase. That will mean pressure for much higher productivity and a hefty increase in social service and education costs.

● Poland can afford only a modest increase - 8.9 per cent - in fuel and raw material supplies. This is partly conditioned by higher Soviet prices and a pledge to be made by all Comecon countries next month to keep their trade with Moscow in rough balance.

● The need to service its \$27 billion (about £21 billion) debt with the West, both governments and private creditors, will put great strain on the economy. Trade with the West is in surplus - because imports have been drastically reduced - but it is not enough even to cover the interest payments.

The basic problem facing the Polish economy in the next five years is the choice between investment and consumption. The Government knows that industry is wearing out - equipment and technology is hopelessly out of date, there are

frequent breakdowns, production costs are rising though the output is often of poor quality - and urgently needs a financial boost.

But to divert money from consumption the thinly stocked consumer sector - is a recipe for future discontent.

Food deliveries are supposed to increase by 10 to 12 per cent and industrial consumer goods - sought-after refrigerators and washing machines - are expected to rise by 18 per cent. This will hardly be enough, even if the targets are met, to satisfy consumer expectations, particularly when other elements are considered. Wage rises are to be tied strictly to an increase in production - wage inflation will be an acute problem in the next five years - and social benefits will keep pace with the rising cost of living only for pensioners and those who cannot work.

It is a serious gamble, for the Polish people have become accustomed to demanding high levels of consumer satisfaction. The kind of sacrifices that the Romanian leadership can impose on its citizens would trigger riots in the critical, politicized Polish society.

Worse, the Poles will demand rapid results from the envisaged overhaul of the economy



Tête-à-tête: Mr Heseltine with Mr Weinberger before the meeting yesterday.

## Defence ministers meet

# Nato goes bargain-hunting

From Ian Murray, Brussels and an European fighter aircraft.

Nato countries will have to get much better value for their hard-pressed defence budgets if they are to be able to put up a credible deterrent against the Warsaw Pact.

Alliance ministers came to this conclusion here yesterday when they agreed on the imperative need for better conventional forces to meet what they consider an ever-growing Soviet threat.

All agreed that they should go on trying to increase defence spending by 3 per cent each year in real terms. But there was a feeling that in most countries that would prove difficult, if not impossible.

There was therefore a need to spend the available money to the best effect. Much more had to be done to co-operate in arms procurement, particularly in research and development where duplication is causing great waste.

Ministers ordered a study to be undertaken to see what improvements could be achieved by common funding of expensive projects, such as a Nato frigate, a Nato helicopter

could not ignore the Soviet chemical warfare capability, which would seriously handicap troops by forcing them to wear restrictive clothing against unencumbered forces.

"We cannot accept the Soviet modernization of chemical weapons in face of the aging American stocks", he said.

The meeting deliberately steered clear of the "Star Wars" issue, but this is to be raised again by Nato foreign ministers when they meet in Portugal next month.

The Danish minister, Mr Hans Engell, told his colleagues that his hands were tied because of the resolution by the Danish Parliament against taking part in research.

Mr Caspar Weinberger, the American Defence Secretary, said in reply that there was no time limit for an answer and no urgency. He emphasized the non-nuclear aspect of the programme.

Mr Weinberger was concerned at the way in which Soviet Union's technology was catching up with Nato technology.

# Genscher applauds Eureka

From Diana Geddes, Paris

Further support for the French "Eureka" project aimed at the creation of a "technological Europe" came yesterday from Herr Hans-Dietrich Genscher, the West German Foreign Minister, in a speech to the seven-nation assembly of the Western European Union in Paris.

Herr Genscher, the present chairman of the WEU, said France and the six other members - Britain, West Germany, Italy and the Benelux countries - held the same position: "Europe must strengthen its own technological capacities with a view to creating a technological community."

That did not, however, mean rejecting the American Strategic Defence Initiative, but simply that Europe should provide a co-ordinated response to the US invitation to participate in "star wars" research.

# Singapore slump worsens

From Stephen Taylor, Singapore

Indications that Singapore's economy is in deep trouble have been given substance by official figures which show that growth in the first quarter slipped to 3 per cent, the lowest increase since 1974.

The figure is worse than expected and casts doubt on earlier projections that, despite the slowdown in the United States, Singapore's main trading partner, growth would still be between 5 and 7 per cent this year.

The era when double digit growth was not uncommon is over and many Singaporeans are facing the future with apprehension. A leading article in the influential *Business Times* yesterday began: "Rarely has worry and concern over the health of the economy run as deeply as today."

The new figures show a big drop in the traditional mainstays of the economy. Manufacturing, which includes the important oil refining and shipbuilding industries, has declined by 14.2 per cent in a year.

Although local businessmen are pinning hopes on reports that US growth will pick up later this year, it is common wisdom that the growth sectors which produce Singapore's economic miracle are played out.

# Pakistan releases opponents

From Hasan Akhtar, Islamabad

The provincial government of the North-West Frontier released five opposition leaders, including a former provincial governor and a military commander who had been held without trial for several months.

Simultaneously, 38 people on trial for plotting against the Government, were also released on the order of a military court in the North-West Frontier province.

Altogether 87 people were being tried by the court for subversion. Apart from the 38, a further 18 accused are to be released, the court said.

Three other defendants have been given jail sentences, the announcement said. They are alleged to have carried out subversive acts in Pakistan after training in neighbouring Afghanistan.

Meanwhile the Pakistan Foreign Ministry formally rejected a Soviet protest over the alleged death of 12 Soviet servicemen held by Afghan Mujahidin near Peshawar last month, asserting that no Soviet servicemen were involved.

## Incense blaze

Taipei (AP) - A pregnant woman and two children were killed when a fire, caused by burning incense, broke out in a flat.

# Gandhi urges Reagan to stop Zia A-bomb

Moscow (Reuters) - Mr Rajiv Gandhi, the Indian Prime Minister, said yesterday that his two days of talks here had strengthened Indian-Soviet ties and he accused the United States of turning a blind eye to the construction of a Pakistani nuclear weapon.

Mr Gandhi, on his first official visit abroad, spoke warmly of India's close ties with Moscow after ending talks with Mr Mikhail Gorbachev, the Soviet leader, and signing two trade agreements.

"My talks have strengthened our relations and helped the cause of peace," he said. "It is not a friendship directed against anyone."

He side-stepped questions over a possible shift in the US, which he is to visit next month, and he was critical of US policy.

He said India believed Washington could do more to stop Pakistan from developing a nuclear weapon. "The US wants to turn a blind eye to the Pakistani nuclear programme."

He condemned the US trade

# EEC guilty of failing to open up transport

From Our Correspondent, Brussels

EEC member states were found guilty yesterday of failing to open up transport services throughout the Community in the way Britain has for so long been demanding. This was the unexpected outcome of a case which has proved MEPs can prosecute national governments.

In a long-awaited judgment, the European Court in Luxembourg found some justice in the case brought against member states two years ago by the European Parliament for failing to carry out their obligations under the Treaty of Rome to bring in a common transport policy.

The court threw out many of the detailed charges brought by the Parliament. But it did agree that the Council of Ministers had failed to allow transport services to be offered freely throughout the Community and that it had failed to allow EEC nationals to set up a transport business anywhere in the Community.

This is exactly the position Britain has been fighting for down the years, especially in trying to liberalize air services. This is something Britain has seen rejected time and again inside the Council by other countries anxious to save national flag-carriers from competition.

The court's judgment, however, has no teeth. Although it finds the Council of Ministers has failed to do its duty, it imposes no punishment. The ruling is thus helpful to Britain's argument, without in any way meaning that the airways of the EEC will soon be opened up.

For the Parliament, the most important aspect of the case is that it has established a legal precedent which can be exploited by members who want to use the court to attack the power of member states.

At the same time, its legal action has scarcely been glorious since the court rejected the bulk of MEPs' detailed applications. As far as establishing a common transport policy was concerned, the judges decided that this was something which member states between them had to agree, according to their own priorities and timetable.

The main thrust of the Parliament's case was therefore ignored.

Transport ministers have a long-arranged meeting in Brussels today when they will discuss the judgment in the context of a "master plan" for transport being put forward by the Italian Presidency of the Council.

# 70 hurt in Granada gas leak blast

Granada (Reuters) - At least 70 people were injured, six seriously, when a gas explosion destroyed the Meson Andaluz restaurant and damaged buildings in this Spanish city.

A gas leak was reported in the area just before the blast. Police cordoned off the district but the explosion occurred before the leak could be found.

Eleven people were injured in a gas explosion in a hotel in Almeria, on the Mediterranean coast.

# Sudan threat to cancel accords

Jidda, Saudi Arabia (AP) - Sudan's new Prime Minister, El-Gazouly Dafaallah, said in an interview with the *Saudi Gazette* that the accords signed between his country and Egypt under the Nimeiri government would be abrogated as they "did not reflect the will of the people."

Among the more important accords is one confirming Sudanese support for the Camp David agreement and a treaty calling for greater integration between Egypt and Sudan.

# Peking talks on Macao 'useful'

Peking (AFP) - The Chinese Foreign Minister, Mr Wu Xueqian, said that talks here with his Portuguese counterpart, Senhor Jaime Gama, on the future of Portuguese-administered Macao were satisfactory. The New China agency reported.

Mr Wu said his two and a half hours talk with Senhor Gama, who is accompanying President Ramalho Eanes on a visit here, had been "constructive and useful."

## Britons held

Helinki (AP) - Four young Britons travelling to the World Cup qualifying match between England and Finland have been arrested on suspicion of stealing 140,000 marks (£18,160). A cashbox was reported missing from a car ferry on a voyage from Stockholm to Turku, Finland.

## Clinic bomber

Baltimore, Maryland (AP) - A Lutheran lay minister, Michael Bray, was convicted here of conspiring to bomb 10 abortion clinics in three states and the District of Columbia. Bray, who could face a 30-year prison term, was given bail and will be sentenced on July 2.

## Plea rejected

Windhoek (Reuters) - South African President P. W. Botha has rejected an appeal for clemency by Jonas Nkomo, aged 24, a former counter-insurgency policeman sentenced to death for murder, rape, assault and armed robbery during anti-apartheid operations in Namibia.

## Missile scrap

Bonn (AFP) - A manual on how to assemble the Pershing 2 nuclear missile has reportedly been found in rubbish near a US military base at Murlingen. *Stern* magazine said the local mayor tried to return the manual to military police but was not taken seriously.

## Vasectomy coup

Bangkok (AP) - Thailand's best known proponent of big families - a man with seven wives and 22 children - is to undergo a vasectomy on July 4, the date set by a Thai astrologer and coinciding with a mass "vasectomy drive."

## 3-legged baby

Mbabane (Reuters) - A Swazi woman gave birth to a three-legged boy this week and doctors say the child will survive and lead a normal life. The partially-formed third leg would be removed without difficulty within three months.

## Sword sentence

Abu Dhabi (Reuters) - A Sharia (Islamic) court in Ras al-Khaima, in the northern United Arab Emirates, had sentenced an Indian to be beheaded by the sword for murdering an Indian woman doctor, local newspapers reported.

## Warsaw protest

Warsaw (Reuters) - About 1,500 students at Warsaw University staged a peaceful rally to protest at Communist plans to limit student self-government and increase official control over the curriculum and teaching methods.

## Judge accused

Sydney (Reuters) - A second Australian judge, District Judge John Fook, has been committed for trial for trying to pervert the course of justice in an immigration racket case.

## Guards defect

Munich (AP) - Two Czechoslovak border guards escaped across the border to the West. They spent two days in a Bavarian forest before reporting to police.

# Australia's spies to get a watchdog

From Tony Duboudin, Melbourne

Australia's security and intelligence organizations will come under close scrutiny with the creation of an office of Inspector-General on intelligence and security, which will act as an independent watchdog over the various agencies.

The creation of the office of Inspector-General was one of the key recommendations of the Hope Royal Commission into Australia's security services. Edited versions of three of the five reports were tabled in the Federal Parliament yesterday.

Despite his recommendations that the security services be more closely scrutinized, Mr Justice Hope's 600-page report on his two-year Royal Commission said there should be no substantial changes in the role of the country's best-known security organization, the Australian Security Intelligence Organization (ASIO).

The judge even went as far as to say that ASIO did not deserve the poor public image it had.

When his report was tabled, the Government immediately pledged support for the recommendations for an Inspector-General of security, and went even further, saying that it would form a special parliamentary committee to impose further scrutiny, despite Mr Justice Hope's conclusion that this was unnecessary.

Mr Bob Hawke, the Prime Minister, defended the decision as the "appropriate" way to go.

"I was particularly, as I think the Cabinet was, persuaded by the fact that in other countries the existence of a parliamentary committee with the appropriate safeguards added another dimension to the accountability process. And I believe that with those safeguards it will serve a useful additional purpose," Mr Hawke said.

The Inspector-General of security will have wide powers and, as far as ASIO is concerned, will be able to act on his or her initiative, at the request of the Attorney-General, or in response to a complaint.

The Inspector-General will be able to investigate ASIO's compliance with the law, review its performance in maintaining, opening and closing files and will have full access to all ASIO files, and other materials and powers to require answers to questions from ASIO staff.

Regarding the other agencies, the Inspector-General will check, as the occasion requires, on the legality and propriety of the activities of the Australian Secret Intelligence Service and the Defence Signals Directorate, and will investigate matters referred by the Prime Minister and the Defence Minister where the Office of National Assessment is concerned.

Overall, Mr Justice Hope believed that Australia's security and intelligence agencies, apart from the occasional blunder and administrative problems, were performing well.



Jaws landed: Australian schoolboy, Dion Gilmore, aged 16, battled for one-and-a-half hours with a 53lb line to land this 2,073lb white pointer shark. It was his third sports fishing trip.

# I love New York, Istanbul, Peking, Lima

From David Watts, Tokyo

Mayor Edward Koch of New York clearly expected even the citizens of Tokyo to help re-elect him in November.

He could not get to the first Major Cities Summit, so sent an electronic videotape and the former mayor, Mr Robert Wagner, who reminded the other world city leaders that "New York is the greatest city in the world."

Even the Governor of Tokyo, Mr Shunichi Suzuki, could not resist a little bit of pickpocketing by quoting a recent survey showing 72 per cent of residents liked living in Tokyo and 80 per cent wanted to continue living there. "I am delighted with these figures that testify to citizens' acceptance of my ideal and policies."

But politics was not the only element shared by the mayors of cities as diverse as Peking

and Lima, Tokyo and Istanbul, and at the end of three days of discussions last night, most agreed on the surprising similarity of big-city management around the world.

Population, pollution, poverty and how to convince people they really do love their own back yards kept the mayors busy chatting in the seven official languages, and numerous unofficial languages, during the main part of the gathering. Montreal does not have enough people in its city centre and is trying to attract them back from the suburbs. Jakarta is busy moving them out of the centre of town as quickly as possible. Tokyo wants more people to live in the city centre again.

Istanbul takes a benevolent view of squatters and is going to build new housing for them

where they are. Mexico City has a problem with rubbish, enough to fill the Aztec Stadium every day: 10,500 tonnes. Bangkok's flooding is sometimes so bad that police have to row on who has the right of way on a road, a lorry or a boat.

The campaigns imploring citizens to love their cities span the world. In New York it is "I love New York," in Tokyo "My town Tokyo," in Paris "Our town Paris," everywhere, an attempt to build a feeling of belonging.

The Mayor of São Paulo, Senhor Mario Covas, says he does not need slogans: "It is a simple secret. I'm speaking of the citizens' direct participation, with their own hands, in the construction and maintenance of public works and services in which they are

directly interested... mass self-help projects."

Senior Alfonso Barrantes, Mayor of Lima, was happy to have taken part in a conference which came to "real conclusions". Sadly, his plan for a mutual aid fund for the poorer cities, one of the few concrete proposals of assistance for Third World capitals, came to no conclusion.

But the Mayor of Peking, Mr Chen Xitong, was happy with what he had learnt and quoted an old Chinese proverb to prove it: "A stone from another mountain can be transformed into jade."

Governor Suzuki cheerfully picked up the bill for 400 million yen (about £1.2 million) and promised to meet all costs until the second Major Cities Summit is held: time and place to be decided.

## ADVERTISEMENT

NEW YORK - AN EVEN BETTER VALUE THAN WE SAID!

The Port Authority of New York & New Jersey and its advertising agency Ogilvy & Mather Partners. The: apologise for inadvertently overstating prices for New York and New Jersey services and attractions, in two recent advertisements. The good news is that the correct prices are really lower. So if you thought New York was a good value after reading out at the first time - read it again in today's issue, and you'll find it an even better value! See Page 19



600 sales  
and climbing.

In an industry where success is often counted on the fingers of one hand, it's a pleasure to record the 600th sale of British Aerospace's 125 business jet. Making it the best selling British jet transport ever.

It's a double pleasure to record a success that's earned Britain well over £1,000,000,000 in exports in the world's toughest markets.

And, with production of the latest 125 (the series 800) now in full swing, sales will go on to even greater heights.

The Times will just have to print on bigger paper.

**BRITISH AEROSPACE**  
Manufactured by European technologies  
for the United Kingdom









# THE ARTS

## Opera

### Bizet played to the limits of belief

Carmen  
Glyndebourne

One can see, and more to the point one can hear, why Glyndebourne has not staged a *Carmen* before. There are passages, such as the finale of the second act, where nobody can help the music sounding simply too noisy for the house, and it is hard to imagine how the central role could be adapted to an intimate theatre. Certainly there is no pussfooting in Maria Ewing's performance, of which more anon.

Another problem is the spoken dialogue (the Guiraud recitatives may now be considered dead, and Glyndebourne helps to bury too the indiscreet expansions of the Oser edition by returning to the score Bizet oversaw). Encountering *Carmen* at this close range, one expects higher standards of French speaking than might pass in a large theatre, and they are not to be found. Xavier de Praz is the only native Frenchman in the cast, and whatever the musical qualities of his Zuniga, he well earns his place by threading the proceedings with idiomatic speech.

But there are benefits in the small scale as well. After their shaky start the night before, the London Philharmonia played superbly for Bernard Haitink, who was able, in this auditorium, to let us hear so much of the delicacy in Bizet's orchestration. There was a magic freshness and perfection to such things as the little postlude to Micaela's first exit, and the accompaniments to the melodramas were pure chamber music. From the orchestra this is a finely musical *Carmen*, where shapeliness of phrase counts for more than eager excitement.

Sir Peter Hall's production is also solidly played. He is fast becoming the only producer to make operatic performance look like a normal activity, and his *Carmen*, except for the plastic mountain scenery of its third

act, takes place in a fair illusion of Old Spain. Designed and lit by John Bury with a sharp eye for shabbiness, the first and last acts are filled with people who seem to come on from a life elsewhere: soldiers in charcoal uniforms, dusty and uncleaned; beggars, street-sellers and bourgeois, all of whom when silent knew the action but with only slight, shifty interest, either because they do not want to get involved or because things like this happen every day in their Seville. Lillas Pastia's tavern is also a real place, with its moorish tiles gleaming out from the gloom and its shadows bounced against dingy walls.

Chief among those shadows is that of Miss Ewing, who here, in a performance of daring variety, sings and dances as if to insist on our attention by all possible means. She snags her tangerine shawl through the air as she stamps her feet; she moves into the dardly passionate speech-song of a Piaf in her dialogue with Don José; and at its climax she draws him down on top of her, which makes the orchestra's choral at this point effectively startling, and which allows José to rear up like Parsifal resisting sin.

In the first act this *Carmen* shows off in different ways. She plays her games with tongue firmly in cheek, enjoying the effect she makes, lolling her head on one side to see how people will take her, and grasping her music very much to herself. Her voice slides in long phrases from note to note, sometimes with a plain, ashen sonority, sometimes with a vibrato that becomes practically a trill on each note. She has fun, and when she stops having fun, in the third act, she goes quite dead of effect, like a spoiled child. The card scene looks like self-dramatization, especially when she is wearing anty breeches and a hat, and she is in the same cold, determined and yet showy way to her death. It is altogether a performance played up to the limits of belief, which risks going over the top, partly because the



Maria Ewing: a performance of daring variety

surrounding characters are weak. Barry McCauley as Don José and David Holloway as Escamillo are both Americans appearing in this country for the first time, and Mr McCauley in particular seemed at war with nerves. After the interval he gave evidence of strength and passion, but his finer points will surely become evident later in the run. Mr Holloway may similarly become less rugged and more tuneful. There is already, however, a fine cameo performance from a third young

American singer, Malcolm Walker, as Morales. Elizabeth Collier as Frasquita keeps up a pleasant silveriness at the top of ensemble, and Jean Rigby is a smoky Mercedes. The most sheerly beautiful singing of the evening, though, comes from Marie McLaughlin in her house debut as a Micaela who is pretty and innocent but by no means wet. I hope later audiences will be readier to applaud her in the third act.

Paul Griffiths

## Taking the middle ground



Sheridan Morley meets Frith Banbury (above), producer of *The Corn is Green*, which opened last night at the Old Vic

In what is now generally reckoned to be a directors' theatre, precious few of the working directors on the British stage can look back on a career of more distinction and variety than that of Frith Banbury. Last night, what is by my reckoning very nearly his sixtieth production opened in London: a revival of *The Corn is Green* at the Old Vic to mark the eightieth birthday of its author, Emyln Williams. This revival has not had the easiest of pre-London tours, largely because Deborah Kerr playing the Welsh schoolmistress had a somewhat forgetful first night in Bath, but at the end of it and the beginning of his seventy-fourth year Mr Banbury remains as ever resilient and optimistic.

"I hate labels. I've been called 'Establishment'. In truth I'm a half-Australian Jewish homosexual who was once black-balled from the Saville Club for being a conscientious objector, whose favourite theatre is the Bush. How do you define a career? I've been 52 years in the theatre. I started as an actor on thirty shillings a week and there's nothing I haven't done in it: box-office, stage management, poster delivery, acting in Gielgud's *Shakespeare*, getting into drag for Gielgud intimate revues, singing, dancing, whatever they wanted. One of the sad things, it seems to me, about the increasing unionization of the theatre is that no director today gets to do all of that."

Mr Banbury may not be the most immediately fashionable of directors: he has never worked in the cinema or radio, seldom in television, never at the National or the RSC, which makes it all the more important that we should not forget precisely what he has achieved. He was the man who discovered Robert Bolt and Wynnauyn Evans as dramatists: he was the man who directed Edith Evans and Sybil Thorndike in

at the Stafford Memorial Theatre. I suppose they did mean Stratford."

That, anyway, was where Mr Banbury spent some of the war; by the end of it he was back in London giving his *White Knight* in *Alice in Wonderland* and a year later he was in Glasgow in *The Government Inspector*. Around this time, and purely by chance, he happened to be lunching with Gwynne Whitty, the actress wife of Hugh Williams, who told him that between engagements she often directed student productions at RADA. Banbury said that sounded interesting, and a day later was contacted by the academy's then principal who had just lost a director.

"It was a Pinero farce, and I suddenly found, in that RADA rehearsal room, that people would listen to me and that I could move them around a stage. So then I did *Cymbeline* and I only ever acted once more in my entire life."

Though asked to stay as a director at RADA, he decided that if he was going to be a director he had better do it "with grown-ups". "Somehow I didn't fancy the role of everyone's favourite teacher. And at that time, in 1947, an old friend from before the war called Wynyard Browne wrote and said he'd got something which he thought was a play, and could he come and read it to me? So he came round then and there and read me out of an old pencilled notebook a play called *Dark Summer* and I bought it for £100. After endless visits, we got it on at Hammer Smith, and then in the West End, and after that I did three more of his plays: *Holly and the Ivy*, *Question of Fact and the Ring of Truth*."

By this time, armed with a thousand pounds from his mother, he had formed a production company, though he often worked in conjunction with Hugh Beaumont at H. M. Tennent.

"People say that, having worked with Edith and Sybil, I must be 'a woman's director', whatever that is; but they were just actresses, really. They had never worked together before *Waters of the Moon* and the Tennent management was not sure if I could cope with them, so they sent a spy to sit in the upper circle at the Queen's for two weeks and watch me rehearsing. He reported back that I was surviving."

"I found the idea that there has to be a choice between academic, subsidized theatre on the one hand and tatty commercialism on the other: there has to be a middle ground. Directors now get to control buildings and resident companies of actors. I'm fond of actresses, because in my experience they are vastly tougher and more secure and less neurotic than actors and therefore better able to take direction. I'm also fond of good plays. *The Corn is Green* is a timeless drama about the desire for knowledge. It's also a radical play about children of miners, which at the moment gives it a certain topicality. It's a play in the middle ground of drama."

That middle ground is the area Mr Banbury does know best; if the centre holds, it will be because of directors like him. There are surprisingly few around.

## Television

### Outlasting time

About Time (Channel 4) offered what can only be described as a personal view of that dimension by John Berger: appropriately enough for such a theme, his was a long, slow and winding path which brought us back to where we had started - and not much the wiser for the journey. Mr Berger told stories of a profound nature, vaguely concerned with wild old capteners and vast forests, but then with furrowed brow he would launch into private reminiscences which seemed to have no point other than to generate enthusiasm in Berger himself. There were also moments of inadvertent comedy: at one point he seemed to be talking to himself inside a wooden public lavatory, and on occasions snatches of incomprehensible French songs would interrupt the monologue.

It is of course difficult to deal with generalizations in a visually interesting manner, at least not without changing their form entirely, and for some reason television images always seem to increase the dangers of portentousness in discussions of this kind. This was a disability which the programme did not entirely escape, but it was more

interesting for the rather desperate way in which the film-makers tried to furnish visual evidence for Berger's sometimes gnomic statements and his increasingly lengthy asides. The fable of the tortoise and the hare, wheeled out for the occasion, seemed to have a more pressing relevance as the disquisition wore on.

Nevertheless it is a brave series which attempts to deal with the nature of time, and there were moments in last night's episode when Berger's principal theme - those forces which seem to "outlast time" - sprang to life. By describing the various shapes and striations of time Berger raised problems rather than provided answers, of course, but nothing else is possible. At least the subject is being discussed in the place most suitable for it, since television is the medium which more than any other has altered the public consciousness of time - now it is endlessly accessible, endlessly recapitulated, fragmented and heterogeneous, curved like the screen itself and just as transparent.

Peter Ackroyd

## Galleries

### Surrealist frisson

Jessica Gwynne  
Lumley Cazalet

Back in the heyday of BBC radio, there used to be a feature called *Background Music to the Fore*, in which hitherto unheard film music, moving along at its own sweet will beneath dialogue and action, was suddenly highlighted and found to have its own unexpected virtues.

It sometimes seems that Jessica Gwynne sees the reality around her in rather that way: certainly in her new paintings and prints, at Lumley Cazalet until June 14, there is a strange and rather fascinating sense that what would conventionally be the background refuses to stay there, but lives on the painted surface with as much intensity as the ostensible animate subject-matter.

There is, indeed, something dreamlike about the way that the rooms in her interiors seem to take over their occupants. The couple in *Faringdon I* are dwarfed by the great rearing leopards and sunburst decorating the wall behind. The wan figure at the bottom of the stairs in *House in Richmond I* is flanked by a nightmarish flight of giant ducks (china? painted?) on the wall beside her, with what appears to be a *Doppelgänger* glimpsed behind, and beyond that a further wall-painting of a chicken so large and lifelike as it rushes up the stairs that it, that all of them indeed, seem more palpable by far than the real person (if she is real) at the centre of the composition.

Many of the paintings play this sort of game with reality for us, unsettling our conventional expectations to provide a most satisfactory surrealist frisson. Even in the apparently straightforward *House in Richmond II*, the woman sitting in front of the fireplace is dominated by the larger oriental painting above. And so the painting within the painting seems to burst its borders on either side, and makes us doubt the evidence of our eyes.

Most of the pictures are interiors, but when the artist moves out of doors, as in the painting and the etching of *Prague* (both featuring elaborate baroque doorways), there is a vividness in her understanding of architecture which somewhat illuminates the mysterious priorities of her peopled rooms: of course, the buildings are as vital, with as much unpredictable personality of their own, as the people about them.

The prints reduce the same ideas and feelings to monochrome, but their mixture of etching and aquatint is so richly and subtly handled that one never for a moment feels that "monochrome" equals "colourless".

John Russell Taylor

## Concert

### Philharmonia/Davis

No American Festival would be complete, I suppose, without some example of faded orchestral trendiness from a couple of decades ago. But one might have been happier about the Philharmonia's inclusion of Michael Colgrass's *As quiet as...* if it had been obvious that it was intended as a period piece and if there had been some really vital contemporary American music to balance it. (As it is, it looks as if this festival may well be upstaged by the one the Almeida is promoting next month, which promises an astonishing range of the American avant-garde.)

Colgrass is a highly skilful sound-painter, and this piece (which originally gained wide currency through being recorded on the other side of Carter's Piano Concerto, a most unlikely bedfellow) is cleverly imagined. The rustling of leaves in the strings, the patter of ants in echoing percussion, the untimely snatches of the night stars in clusters of little bells: all this is very pretty, if insubstantial. But the fatally dated section of the piece is the pastiche Beethoven sonatina in "Children Sleeping" and its re-emergence in other guises, most awkwardly as jazz.

Andrew Davis conducted the piece as if he believed in every note of it; but then that is a Toronto, where the orchestra of which he is music director has to include a quite daunting proportion of new Canadian music in its programmes. Still, what about Schwanter (for up-to-date trendiness) or Druckman, or, dare one say, some Sessions - I am sure some of his symphonies still await British premises.

Instead, the rest of this programme played safe with Rachmaninov's *Symphonic Dances* and Aaron Copland's *Appalachian Spring*, the latter given a very lock-lustre, unatmospheric performance.

Nicholas Kenyon

## Dance

Big Apple  
Bloomsbury Theatre

Several dozen people attended the programme at the Bloomsbury Theatre on Tuesday, part of the "Big Apple" season of recent music, dance and other related arts from New York. It deserved more. However, the few of us there included John Cage, to hear the European premiere of his *Etude Boreales* for piano, in which Michael Pugliese of the New Music Consort, armed with various sticks and mallets, fought his instrument to a draw over four rounds.

Pugliese and his percussionist colleague Joe Grable joined the dancer Christina Jones for a cheerful, mainly raucous score and dances with images from the sports field, rodeo, parade ground and cocktail party, all pleasantly entertaining and presented with charm.

Muna Tsang, who reached New York from Hong Kong via a Canadian upbringing, established her own dancing credentials with a solo, *What's the Rush?*, in which her cool, gentle

## Theatre

### Susan's Breasts

Royal Court Upstairs

One of the bright young sparks in Jonathan Gems's play tells the rest of the company that science has come up with a means of prolonging human life to 200 years, but the knowledge has been suppressed because it would retard evolution. For instance, Queen Victoria would still be on the throne.

As its own contribution to the evolutionary debate, the play tells the story of Susan, who has grown up flat-chested, infertile and independent as a result of being put on the pill at the age of 14. However, when Lemmon crosses her path and offers true love as an alternative to sleeping with all her male friends, her neglected equipment promptly makes up for lost time with a pregnancy and *Junoesque* glandular development.

I would guess that Mr Gems took this idea as his starting point and built the rest of the piece around it; and I base this supposition on the quality of the surrounding characterization, and the fact that the narrative peters out when the idea comes to an end.

In form, *Susan's Breasts* is another of those reports on the state of British youth which have been cropping up ever since Coward led his 1920s customers to the keyhole. Being a friendly sort, Susan attracts a lot of company for the author to dissect. There is her regular lover, a loutish unpublished writer living on the dole; and his film-maker friend who bangs on about post-structuralism and semiotics as related to his forthcoming feature, on the *Peasants' Revolt*.

There is Ken, her joke-a-minute restaurant boss; and her lodger Carol, a shop-assistant taking a nose-dive into forbidden London from the restrictions of suburban family life. As played by Felicity Montague, Carol undergoes a hair-raising transformation from the Little Miss Welling of the opening scene to a heroin-smorting swinger in a rubber corset. She certainly has a life of her

control was set in juxtaposition to film images of microphones and machinery. Her more ambitious contribution, however, was *Water, Water*, a piece of movement theatre for six Asian dancers recruited in London.

This consisted of a fascinating, unexpected and often very funny ritual with water glasses that were used for libations, balancing, passing from hand to hand, blowing bubbles, providing music and even, at the end, drinking. Emmanuel Koutourellis collaborated as director, and Messrs Pugliese and Grable provided the accompaniment.

Linda Kohl's company danced energetically, almost acrobatically. Two final contributions were by Mark Dendy. He and his company danced a salutary warning against reading stimulating magazines late at night; I was more impressed by a solo performed by Felicia Norton as Narcissa, compellingly sensual, to a score by Michael Mortilla for harp and water.

The programme had the merit of allowing a taste of the work of several creators and performers, some of whom would not justify a London presentation on their own but deserve seeing in these doses.

John Percival

## Theatre

own. But, with the others, you are uneasily aware of the author holding them at arm's length and putting them down.

Their main function is to supply to a conformist chorus in praise of sentiment-free sex and personal freedom, to be challenged by a non-conformist advocate of old-fashioned romance. But, here again, a nice idea fails to come to life. Jason Barrymore's *Hankie* by then, promising start: a carefully dressed figure among all the casuals, startling them with head-stands and theories on social rhythms, he goes on to lose his originality as soon as he moves from oblique conversation to direct action.

Susan, among other things, is an actress, and she seizes that as a pretext for escaping him: rather, one suspects, to the relief of the author whose interest in showing female biology claiming its reward does not extend to the lengths of a Mills and Boon plot, however insistently the mammary fingers on.

Caroline Goodall is winning and generous in the name part, particularly when stirred to anger and anxiety, where the writing too is most at home. Mike Bradwell's production is well displayed against Geoff Rose's indoor pastoral setting.

Irving Wardle

## This is Sarah. She thinks her name is 'Oi'.

'Oi' is all her parents have ever called her.

As if that wasn't tragic enough, there were no toys in the house. Sarah was underweight and not properly clothed.

In fact, when the NSPCC called at the house, Sarah rushed to embrace the inspector. Help had arrived.

The NSPCC's task is to provide help. And with 100 years of practice in cases like this, there's every chance we'll succeed.

But first we have to ensure protection for Sarah.

And that can cost £15.48 for two weeks.

If you can send all or part of that sum it'll be used immediately to help children.

Putting your name on the coupon is the surest way of helping Sarah remember hers.

I would like to help protect a child, and I enclose my cheque or postal order for £  
Access and Visa card holders may debit their accounts.  
No.   
BLOCK CAPITALS PLEASE  
Signature   
Name   
Address   
Postcode   
Please send your donation to Dr A. Gilmore, NSPCC, Rd 50351,  
47 Sutton Hill, London EC2N 8PS. NSPCC

ACADEMY CINEMA THREE  
Oxford Street 437 8819  
ACADEMY AWARD WINNER  
THE TIMES OF HARVEY MILK  
"Funny, exuberant and above all hopeful... I urge you to see it" GUARDIAN

'SPELLBINDING!'  
ALAN HOWARD, GEMMA JONES, JENNY AGUTTER  
REDUCED PRICE  
PROMOTION  
WITH 27 MAR  
BREAKING THE SILENCE  
Accolades for Stephen Polakoff's new play  
0121 437 9999 MERMAID THEATRE 01236 5538

LYRIC THEATRE  
Opens Tomorrow at 7.0  
Reduced Price Preview Today (Mat & Eve)  
JUDI DENCH DANIEL MASSEY  
in  
THE ROYAL SHAKESPEARE COMPANY PRODUCTION OF  
WASTE  
by HARLEY GRANVILLE BARKER  
TONY CHURCH, CHARLES KAY  
SARA KESTELMAN, DAVID WALLER  
Directed by  
JOHN BARTON  
Mon-Fri 7.30 Thurs Mat 3.0 Sat 5.0 & 8.15  
STRICTLY LIMITED SEASON TICKETS CLOSE JULY 27  
BOOK NOW! 01-437 3686 7

Sea Finland  
Flamingo sailing through the ages. See the night of the world's longest trek, the naval battles of the Baltic, remarkable wrecks, underwater archaeology and the skill behind P&O's Royal Princess  
23 May-31 Dec. National Maritime Museum, Greenwich. 01-885 4422.  
Mon-Sat. 10.0-6.0; Sun. 2.0-5.30



# NOW WITH FUEL INJECTION

**The 1985 Sierra 2.0iS.  
115 PS · 118mph · 0-60, 9.4secs.<sup>†</sup>**

Sierras get better and better. Over the last year we've invested in four new engines for the Sierra family.

First there was a lively new 1600 which was more efficient than ever.

Then came a new 1.8 engine which gave noticeably more performance without any increase in taxation.

Next up, a much refined 2.0 for those who wanted even more verve.

And now here's the sport version. A fuel injected 2 litre with the world's most powerful electronic engine management computer controlling its fuel and ignition systems.

It develops 115 PS – enough to propel you from 0-60 mph in only 9.4 seconds<sup>†</sup> and give you a maximum speed of 118 mph<sup>†</sup> – something we only mention to illustrate how much performance you have in reserve for overtaking safely at legal speeds.

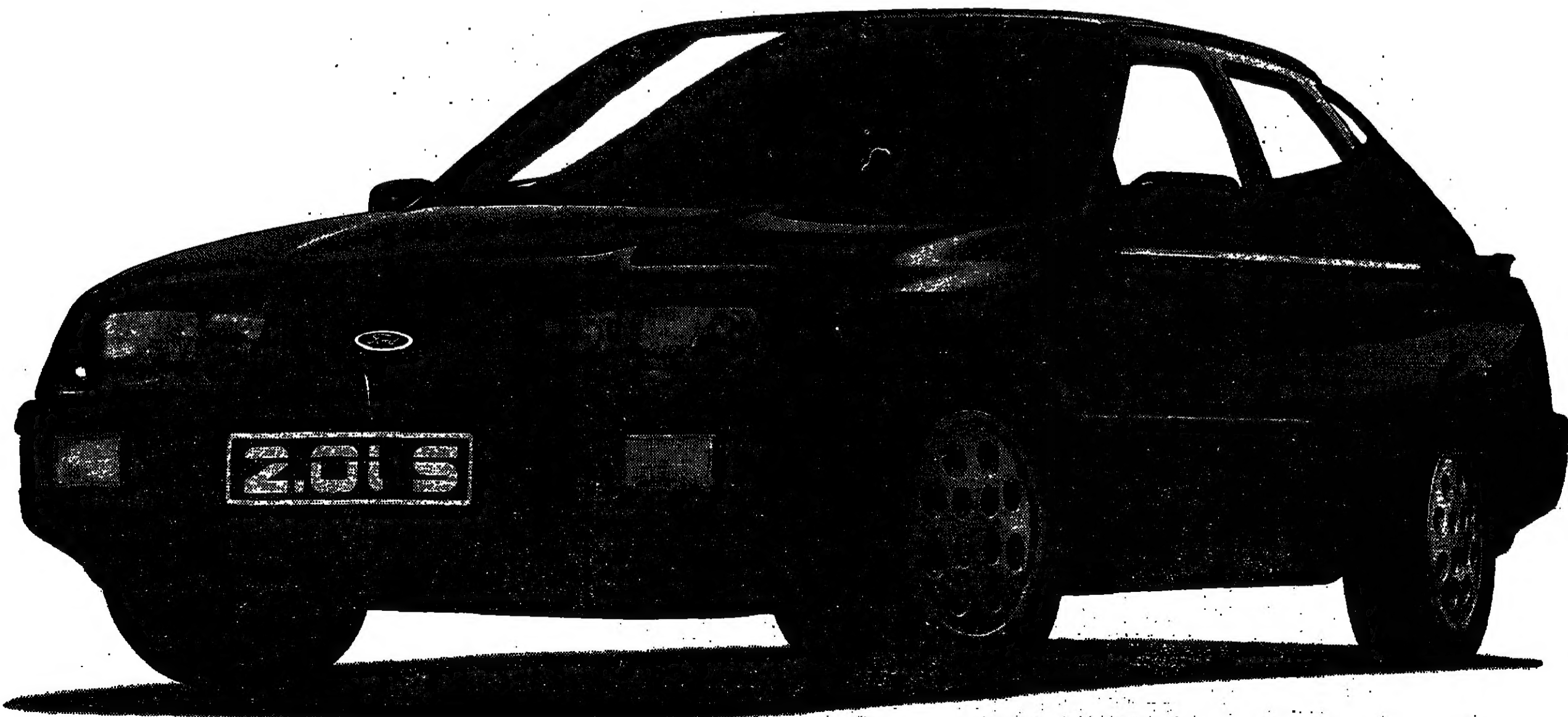
So how have we developed the rest of the car? Since this new engine will no doubt appeal to enthusiastic drivers, we've given the Sierra 2.0iS rather tauter suspension with gas filled dampers and variable rate rear springs.

And we've fitted it with stylish wheel trims and low profile, high performance tyres. You also get integral driving and fog lamps, bodyside mouldings and spoilers which give you arrow straight stability at speed.

And a special two tone paint treatment accentuates the purposeful appearance of the car. Inside you'll find a smaller sports-style steering wheel, a tachometer naturally, and deeply contoured sports seats.

Come and see the latest Sierra at your Ford dealer soon. Prices start at £8276\*. Not a bad power to pound ratio.

<sup>†</sup>Ford computed figures. \*Maximum price excluding delivery and number plates, correct at time of going to press.





# NOW WITH FOUR WHEEL DRIVE

**The 1985 Sierra XR4x4.  
150 PS · 130 mph · 0-60, 8.1 secs.<sup>†</sup>**

This exciting new Sierra is the latest brainchild of Ford's Special Vehicle Engineering Group. The new 150 PS, fuel injected, 2.8 litre Sierra XR4x4.

Its overall performance is even more spectacular than the XR4i which it replaces. Because it has four wheel drive.

Our system, which is closely related to the four wheel drive in our latest rally prototype, is rather more advanced than most.

Instead of splitting the power fifty/fifty between the front and back wheels, which can lead to rather unpredictable handling, it distributes 34% to the front and 66% to the back.

The benefit is that the XR4x4 handles consistently like a high powered, rear wheel drive machine. That is the setup most sporting drivers prefer because it's so controllable.

On very slippery roads Ford's four wheel drive has another advantage.

Imagine you had to climb a steep snow covered hill. With a conventional system you would probably have to engage a differential lock to maintain traction on all four wheels.

In the XR4x4 you don't need one. Because its two revolutionary fluid driven, limited slip differentials can sense when any one wheel is spinning and automatically adjust the power delivery to the other three wheels to keep you going.

No wonder road testers have greeted the XR4x4 with such enthusiasm.

We think you will too. For even with electric windows, a sunroof, central locking, variable rate power steering and disc brakes all round the new car still costs only £11,500\*.

But then value for money has always been one of Ford's virtues.

<sup>†</sup>Ford computed figures. \*Maximum price excluding delivery and number plates, correct at time of going to press.



**Have you driven a Sierra lately?**





# Car maker by private fiat

## The Times Profile: Giovanni Agnelli

Man's partnership with the car is now a century old and, in the view of Giovanni Agnelli, is a love affair which will continue for the foreseeable future.

Talk of a possible agreement between his Fiat company and Ford shows, nevertheless, that the grand passion leaves space for liaisons of convenience among the great producers. If the exchanges succeed, this alliance of giants would echo an old friendship between the founders of these two famous pioneers of popular motoring. Giovanni Agnelli recalls how his grandfather, Senator Giovanni Agnelli, was a great admirer of the first Henry Ford. "They got on very, very well. I am talking about the years between the two wars. Henry Ford became more difficult towards the end of his life." On the current discussions so far he says simply: "It is an investigation of a possibility of summing up the resources of Fiat and Ford to co-operate in Europe. I would not go any further. We are investigating - and it makes sense."

Looking back over the motorcar's history from the vantage point of his headquarters in Turin, the head of Fiat says: "Individual transportation is still the dream of the human being. The difference between a man walking and a man on horseback in the past is the difference between a man walking and a man in a car today. It has taken a century to come forward from that first car, which probably had a range of not more than 25 or 30 miles. But from now on the speed of progress in the technology of cars is going to be enormous."

"Man will still want a personal car, but it will cost him less, weigh less, consume less fuel and the maintenance and running costs will be infinitely lower." He envisages an increase in the use of aluminium and plastics. "On the production lines we are going to spend more money on machinery and have fewer people working on them. We have just opened our latest factory which employs 1,000 men and turns out an engine every 20 seconds - and a fantastic engine at that. It is amazing, something which would have been unthinkable five years ago, let alone 20 years ago."

"We don't think there will be any change in fuels. There is the electric car and we are experimenting with it, but only for special purposes, for use in town. I think there can, in the future, be a strong swing towards public transport, but people will still want their own private transport. With a splendid rail service between Milan, Florence and Rome, people will use the motorway less, but they will still have their cars. The private car is the complement to the human personality."

Mr Agnelli points out that Italy has more cars than Britain even though populations and income are much the same. He believes people in Britain spend their money on other things, like the house, garden and books. He does not feel that Italians are more emotionally involved with their cars than Britons.

"I would say that all human beings have the same relationship with their cars. The thing that amazes me is that quite old men, some over 60, talk to me about buying a new Ferrari, or

about what is going on in the car world. It is so amazing because nowadays you can hardly enjoy a fast car. You can hardly use it; you might look at it, or touch it, but very rarely drive it. I see it as a love affair which goes on, the same in everyone of all ages."

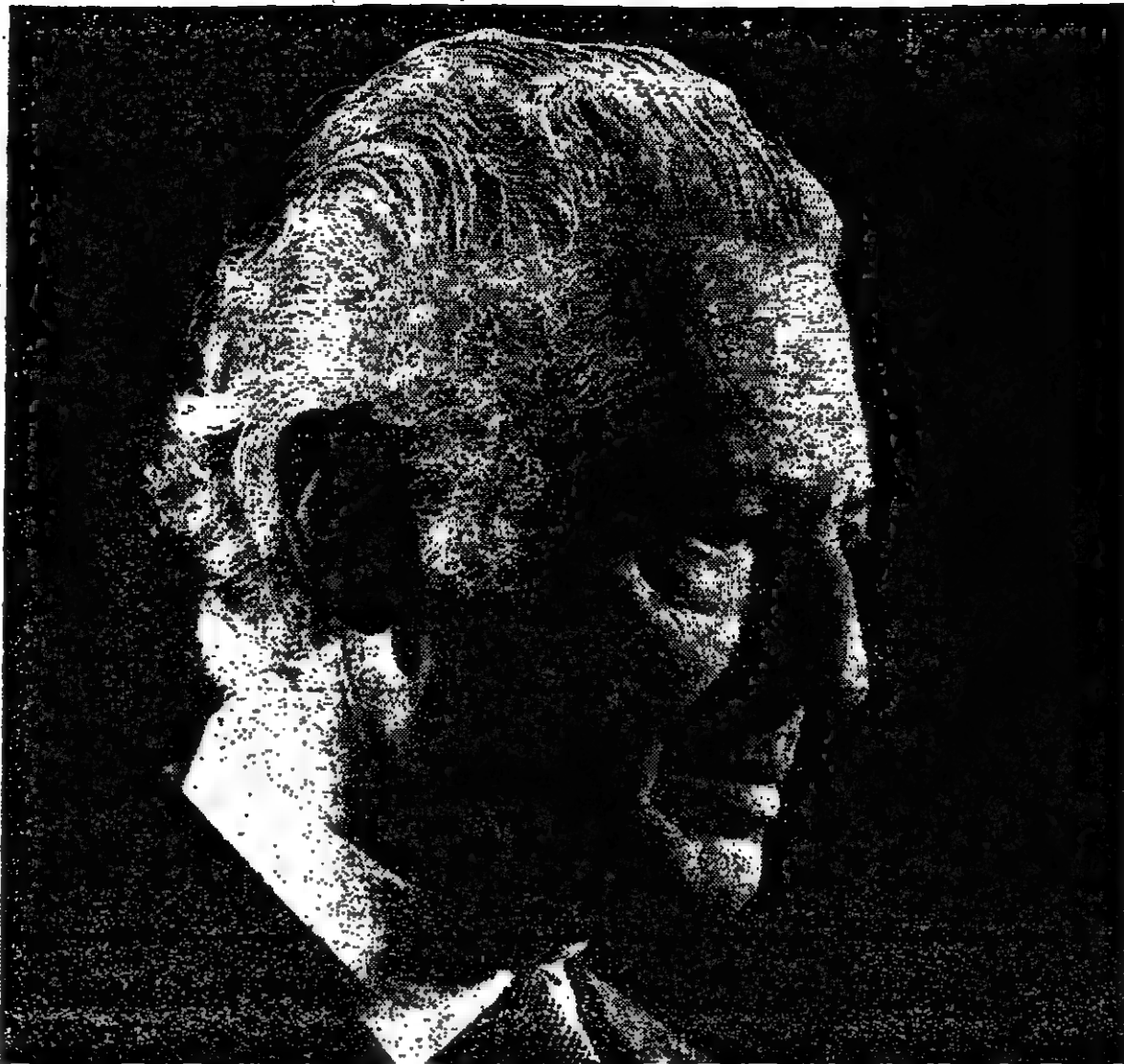
Giovanni Agnelli speaks as head of the greatest private industry in Italy, founded by his grandfather, Europe's leading carmaker. He is Fiat's chairman, though the group is much more than motorcars and bears the deep mark of his policy of diversification. The company within the group which makes cars (presided over by his brother Umberto) is, he reckons, a little under 50 per cent of the whole Fiat group in terms of employment and produces slightly more than half of its turnover. The family interests spread into finance and insurance: he is on the international advisory board of the Chase Manhattan Bank. But Fiat cars are the centre of his interests. Agnelli's fame is based on more than his business and his family. He has long been the living European success symbol, accomplished, immensely rich with almost menacing good looks.

He is still one of the world's most sought-after personalities: the backlog of requests for interviews, according to his staff, is three years. He has become even more impressive-looking as he has aged. The star quality remains, but it is now of a calmer kind. His famous aversion to being bored, which gave him the name for a great liver of life, is still apparent and it is inherent in his description of why he refused to enter the field of practical politics. He very nearly did go into politics 10 years ago. Brother Umberto was a member of the Senate for one Parliament, and his sister Susanna is in the Senate now and a junior minister in the Foreign Ministry.

But he says of his own discarded ambitions: "When I think of public life, in Parliament and the Senate, and when I see sometimes the amount of sitting and waiting and sitting. I don't think it's for me. I haven't been trained for that sort of thing. Here one is closer to a more executive life, to decisions, to things working."

He has presided over the revival of Fiat's fortunes. Their cars are just beginning to become profitable again after what he describes as a dreadful crisis. "In the middle 1970s it was really terrible. It could have crippled us. If you consider that in a country like America Chrysler had to be bailed out; that British Leyland was bailed out various times and that Renault is being bailed out now, that shows how deep the crisis was."

"It is very sad to think that the industry has been relying on tax-



payers' money. It took the form of a very successful gamble with Chrysler in the States, real support in France, real support in Britain, and the same even in Germany where, indirectly, Volkswagen had to be helped. And let's not say a word about Alfa Romeo which is permanently and chronically supported. Consider that the miraculous business of the motorcar is the industry of the century, yet governments have had to intervene, on the whole - I don't know whether rightly or wrongly - to keep it going and give it oxygen."

The period of crisis was difficult for Italy as a whole, and for Agnelli personally. Terrorism and kidnapping accompanied the economic crisis. His daughter's mother-in-law was held for two months by kidnappers. "We got her out but it was a terrible experience." Fiat's chief in France was kidnapped and Agnelli himself was under close and constant guard.

He sees an improved position now: "The situation of the company is surely much better, and that makes for an easier life within the company and gives more confidence to everybody. I would say that the situation in the country is better too. Terrorism, in my mind, is not tamed. It is different in that eight or nine

### BIOGRAPHY

1921: Born in Turin, grandson of Senator Giovanni Agnelli, Fiat's founder. Went to school of cavalry at Pinerolo and fought on the Russian front in the Second World War and in North Africa. After armistice fought with the Allied Fourth Army, decorated for bravery.  
1953: Married Marella Caracciolo. They have a son and a daughter.  
1966: Became chairman of Fiat after period as vice-chairman and managing director. Also chairman of the family's finance company and of the Agnelli foundation.

1974: Took over chairmanship of Italy's confederation of industry. Still a member of its executive board. Advisor to several Italian banks and member of international committees of the Chase Manhattan Bank.

years ago terrorists thought they might create a revolution. That's forgotten although sporadic, disordered terrorism is still around. Does he personally feel safer now than then? "Safer, for sure. Safer but not off guard."

The turning point came towards the end of 1980. Fiat feared strikes after the negotiation of a new agreement with the unions. But 40,000 workers demonstrated against a strike.

"Earlier we had sacked 61 workers, many of whom were terrorists." The unions had taken Fiat to court and two-thirds of the men dismissed were found to have been involved in terrorism.

"A lot of general attitudes which were against private enterprise, against profit, against all these principles of well-run capitalism, all these taboos have fallen. In the country at large, people have much more respect for the private entrepreneur because they see they are doing well. It is a complete change from those days when the unions were always right, and we were always after profits which was immoral. All that has gone."

Returning to today's challenges he says: "In Japan the car industry is very healthy because it's new. The United States has had that, hell of a crisis but now they are doing well except for their fear of the Japanese. In Europe we have got excess capacity; I would say half the excess capacity in the world is in Europe. At the beginning of 1985 we noted a struggle over prices, which is really worrying. Renault lost a billion dollars last year. They are cutting prices and doing it with the taxpayers' money."

How does this affect Fiat? "We are strong. We are competitive. We have got good models. But it is naturally an uphill battle. The market is growing very little as a whole. And if other people like General Motors - whose profits in 1984 were five billion dollars while the combined car industry of Europe lost a billion dollars - start practising low prices, life can become very difficult. It takes a lot of bold decisions."

Peter Nichols

## A sweet story of refinement

Sugar has been the food scare story of the decade. We all know it is bad for us. But Professor John Yudkin, a nutritional expert, is now suggesting that certain types of sugar or, to be precise, unrefined cane sugars - may be less harmful than the standard refined product.

Thirteen years ago John Yudkin, then Professor of Nutrition at Queen Elizabeth College, London University, wrote a book called *Pure, White and Deadly*. As its name indicates, it did not pull any punches: it was an unequivocal condemnation of our addiction to sugar.

Now retired from teaching, Professor Yudkin is still far from ready to leave the stage. His latest work, *An Encyclopaedia of Nutrition*, has just been published and he is now updating *Pure, White and Deadly*, to be published in a few months' time with some significant and potentially highly controversial changes.

The practical difficulties of devising a sugarless diet are daunting. Just pick up any random selection of canned, packaged or frozen foods and read the contents.

Sugar is an almost inescapable ingredient of our daily diet. It is the single most important source of our carbohydrate intake and the probability is that, if we ate less of it, we would eat more starch.

Professor Yudkin is making no extravagant claims for unrefined sugar, and his findings are hedged with all sorts of qualifications.

For a start he steers wholly clear of the subject of dental caries. Sugar, adheres to the gaps between our teeth and induces decay. Nothing changes that.

He is also quick to reject the idea that the coarse brown sugar sold in health food shops is intrinsically beneficial, analogous to, say, wholemeal bread. Given the circumstantial nature

contain at least some beneficial elements, why go to the trouble and expense of refining it and thereby removing whatever positive benefits it may contain?

Now comes the crunch. The standard white refined sugar which most of us buy and eat comes either from beet and is marketed under the name Silver Spoon, or else from imported cane and sold predominantly by Tate and Lyle. But unrefined sugar is all cane sugar; that which comes from beet has to be refined, because the molasses are naturally bitter and unpalatable.

The politics are inescapable. Once upon a time we imported all our sugar, mostly from the Caribbean, Africa and Mauritius.

Sugar consumption sources per person per week	
1968	17.05
1970	16.94
1975	11.29
1980	11.17
1984 (provisional)	13.13

Source: Minister of Agriculture, Fisheries and Food  
These figures are only for sugar consumed in the home from the packet, and do not include the very large quantities used in manufactured food products.

Pressure for greater self-sufficiency, membership of the EEC, and the development of machinery which took most of the drudgery out of beet harvesting changed all that. But for the Lomé Convention and the Commonwealth Sugar Agreement, Europe would have long since ceased to import sugar.

As it is, sugar beet growing has become an important segment of arable farming. Within quota limits growers receive a guaranteed price under the EEC common agricultural policy. The monopoly buyer to which they are contracted, the British Sugar Corporation (BSC), has become an influential force in the agricultural industry. It is inconceivable that its dominance should be threatened.

Or is it? Food manufacturers are well aware of sugar's poor image, but their search for acceptable alternatives has so far been unavailing. The health fears surrounding artificial sweeteners since approval was withdrawn from saccharin - the present favourite, aspartame, is also under suspicion - are reinforced by the fact that they do not taste very nice.

Brown unrefined sugar, on the other hand, tastes very nice indeed: the real thing, that is to say, and not one of its many imitations. For the industry is not above taking ordinary white sugar and colouring it brown.

Professor Yudkin's findings are to be published in full shortly in a scientific journal. BSC will doubtless be quick to point out that his research was funded by Edward Billington Ltd, a Liverpool-based company which is not entirely unconnected with the cane industry. Relations look set to become anything but sweet.

John Young

\*An Encyclopaedia of Nutrition, Viking, £14.95.

### The assumption must still be that sucrose is harmful

of almost all the evidence relating to diet and health, the assumption still is that sucrose is harmful.

But after years of research, in collaboration with a Sudanese postgraduate student, Omer Eisa, Professor Yudkin has concluded that refined white sugar is probably deadlier than the unrefined brown product. He bases his conclusions on experiments with rats, fed for comparative purposes on diets of unrefined sugar, sucrose and starch.

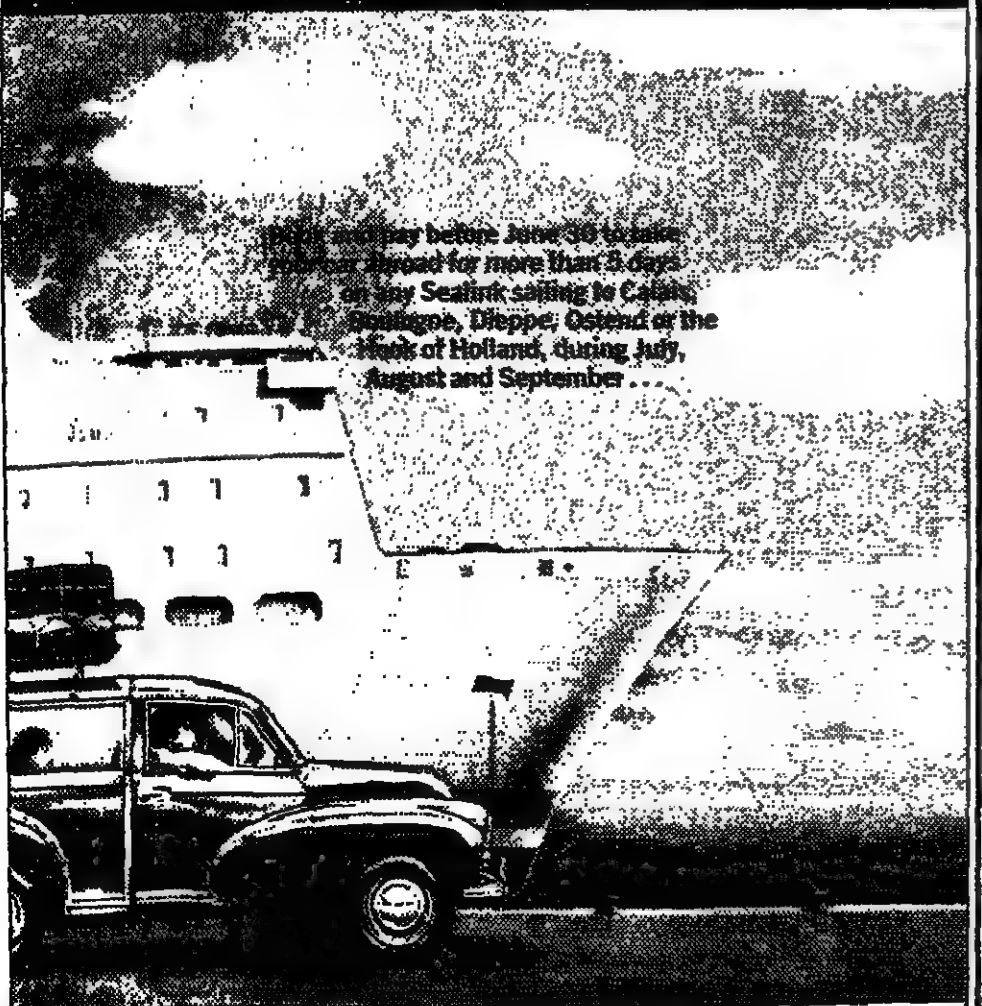
In broad terms his findings were that female rats showed a higher fertility rate when fed on the unrefined sugar diet and, more importantly, that their litters had very much higher survival and growth rates. Laboratory analysis also showed that the unrefined sugar contained strikingly higher quantities of certain important minerals.

Why, Professor Yudkin asks, if something appears to be healthier in its unrefined or unprocessed state, and to



Fiat's Topolino, launched 1936, for £120; the 500 (1957) at £556; the 1983 Uno from £3,300

## BOOK A RETURN TRIP...



IN THE SEALINK  
**Continental**  
FREE-FOR-ALL

## A job with strings attached

There is a delightful contradiction at Christie's sale-room in King Street, St James's. The exterior suggests all the august dignity of the objects of art that are the auctioneers' trade, but three steps inside the pillared front door and there is buzz and hustle. One is reminded not only that antiques are big business, but that old objects attract young people.

Five years ago, Frances Gillham was on the front desk. Learning to be polite all day after what she describes as a dreadful crisis. "In the middle 1970s it was really terrible. It could have crippled us. If you consider that in a country like America Chrysler had to be bailed out; that British Leyland was bailed out various times and that Renault is being bailed out now, that shows how deep the crisis was."

"It is very sad to think that the industry has been relying on tax-

the age of nine and went on to the organ, bassoon and singing at St Paul's Girls' School. At Oxford she read music "more for the historical side than the playing side". Afterwards in London she picked up odd bits of musical work - helping with concerts, record sleeves and musical brochures for musicians.

It was her dentist who suggested she should try the sale-rooms. Six weeks after being interviewed by Christie's she was on the front desk, smiling and not cracking. Three months later she was moved to the musical instrument department and when a year later her departmental head left, she went to see her boss. "I asked him who was going to fill the vacancy. He told me it was me."

Although the department is musical instruments, the real title should be strings because



Frances Gillham: Tailormade 95 per cent of the lots are either violins, violas, cellos or bows. Frances Gillham's job, in evaluating them and ensuring the catalogue description is correct, sometimes comes down to minute differences. "The first thing I did was hire a consultant. I wouldn't dream of plunging in on my own."

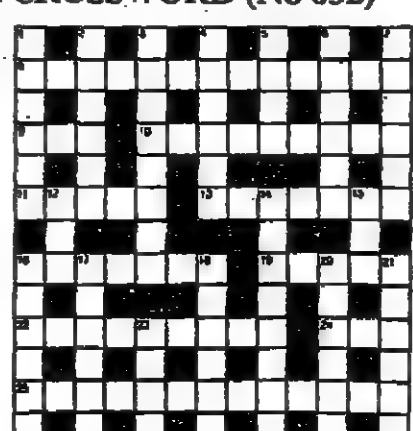
Evaluating, she feels, is the easiest part of her job. The exception was a viola in their sale last November. Until then no viola had fetched more than £20,000 in auction. Frances and her consultant, Alan Wilkes, were in new territory. They estimated a sale price of between £100,000 and £120,000: it went for a record £129,000.

Although there are only three sales a year, she is hard put to cram all her duties into the given time. One of the lesser known sides of her job gives her the most pleasure. "Marrying up a good instrument with a good player is very gratifying. Not that I have a list that says 'Fred Bloggs likes a particular sound on the A string', but I do know a lot of players." The day of the sale is her worst time. Everybody wants attention. Alan Wilkes thinks she does "an absolutely first class job". With her recent promotion from head of department to departmental director, Christie's obviously agree.

Martin Bronstein

### CONCISE CROSSWORD (No 652)

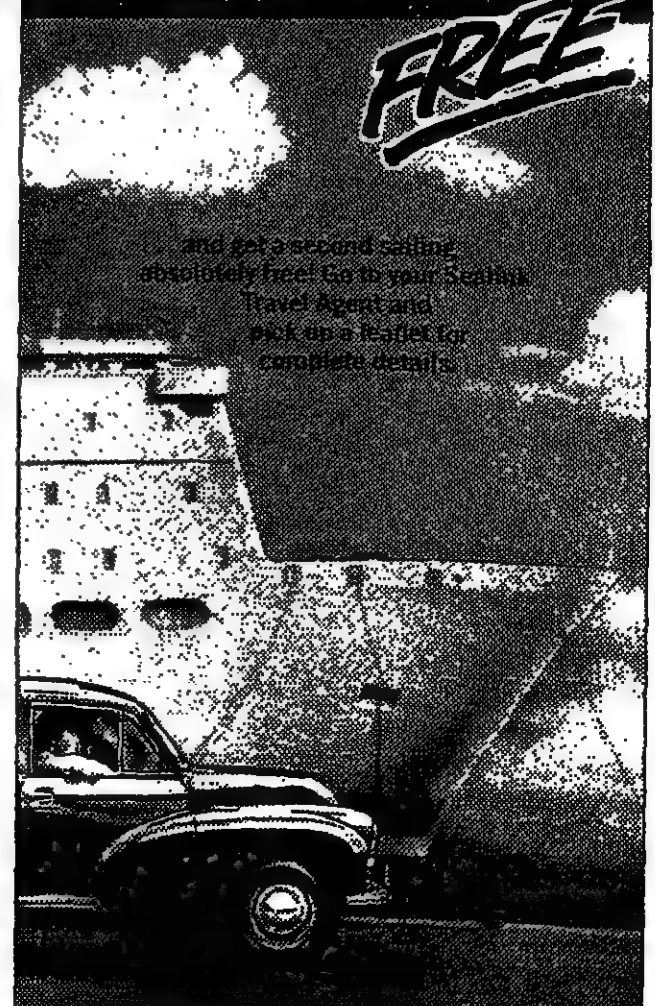
- ACROSS
- Difficult phrase (6,7)
  - Afternoon meal (3)
  - Emery boards (9)
  - Egg covering (5)
  - Receipts (7)
  - Push down (7)
  - Jumps (5)
  - Wine bottle opener (9)
  - Vineyard (3)
  - World (6,7)



- DOWN
- Declares (6)
  - Destroyed (6)
  - Shaped meat (8)
  - Riporous (6)
  - Quarrel (4)
  - Thieved (6)
  - Emergency (6)
  - Filter (3)
  - 1000 W (8)
  - Hiatus (3)
  - Pronouncement (6)
  - Consent to (6)
  - Leave helpless (6)
  - Fix (6)
  - Squeeze (6)
  - Pour forth (4)

SOLUTION TO No 651  
ACROSS: 1 Primed 4 Morale 7 Cuck 8 Paleface 9 Claptrap 13 Veg 16 Conservatives 17 Doe 19 Surprise 24 Scribble 25 Joke 26 Hypnotic 27 Tonal  
DOWN: 1 Peak 2 Insolence 3 Depot 4 Malta 5 Raft 6 Lucr 10 Pious 11 River 12 Petal 13 Vivacious 14 Gash 15 Scud 18 Orzy 20 Urban 21 Picat 22 Wish 23 Self

## ...GET ANOTHER FREE



SEALINK BRITISH FERRIES  
Changing for the better - Full Speed Ahead



# BOOKS

## The end of a beautiful friendship

With the publication of this book, a celebrated scandal comes to an end. The fact that Freud made terrible mistakes, both in the developing of his theory and in the choice of his mentors, can be accommodated into our view of the man, without destroying our admiration for his work. The editor says that he thinks "most readers will agree that a more human, more likeable Sigmund Freud emerges from this complete edition of his letters to Fliess". But while this seems a simple and rather friendly ambition on the part of the editor, anyone who has learnt a little about the scandal will be surprised at such words coming from Masson.

The book to read, and it is a delightful read, is Janet Malcolm's *In the Freud Archives* (published last year by Jonathan Cape, £8.95). The story is marvellously told but it is very sad. Masson realized that the protectors of Freud's reputation, including his daughter Anna, were holding back a great deal of information. Through a mixture of brilliance and nerve he charmed his way to the top of the analytic profession, won Anna Freud's confidence and got access to the material. Then he suffered a sea-change, and decided that Freud had suppressed a vital insight and that he, Masson's discoveries were going to cause analysis to go down on their knees before him and beg him not to deliver the death blow.

Suddenly they'll be calling, begging, crying: "Please take back what you've said about our profession; our patients are quitting." They'll try a short smear

### James Fenton on the death of a scandal and the birth of analysis

THE COMPLETE LETTERS OF SIGMUND FREUD TO WILHELM Fliess, 1887-1904  
Translated and edited by Jeffrey Moussaleff Masson  
Harvard, £19.95

campaign, then they'll try to buy me, and ultimately they'll have to shut up. Judgment will be passed by history.

This vivid scenario may make more sense in an American than an English context: orthodox Freudians would be more vulnerable to a successful attack on Freud's good faith than the more heterodox type of analyst. If Freud is a god, his existence can be denied, but if he's a man he's a man. The discovery that he had wars with people he considered his friends, or even his wife, and indeed people have known for a long time that the man had his unattractive side. In Janet Malcolm's portrait, Masson appears to be a purely destructive character. "But you don't like doing constructive things," she says to him. "No I don't," he replies. "I don't think there's anything constructive to do." Masson's own experience of analysis had been unsatisfactory. Now he wanted to destroy the profession that had let him down.

Masson's views about the aban-

donment of seduction theory are contained in his book *The Assault on Truth*. The edition of the complete letters to Fliess is not particularly affected by its editor's darker ambitions. What we see very fully is the progress of Freud's infatuation with a quack, the concurrent development of his founding theories, and the arrival of the moment when both Freud and Fliess seem to decide (Fliess's side of the correspondence has been lost) that, if one of them is right, the other is wrong.

Fliess's theories were about things like the behaviour of the nose during menstruation. Sexual matters were conceived as being intimately connected with nasal affairs. You could call it a nasal nosology. There was also a lot of speculation about periods of 28 and 23 days, which I could not follow at all, but appears to have been a way of treating the mystery of the body like the riddles of the Great Pyramid. Freud lapped all this up; the story goes, and was so blinded by his love for Fliess that he could not face the truth when this weird nosologist nearly killed one of Freud's patients.

The story of Emma Eckstein has been told before (and seen on television, with Juliet Stevenson having yards of gauze extracted from a nostril) and it is true that Freud keeps telling Fliess that the disastrous operation was not Fliess's fault. But having now read through the whole account I get the impression that Freud was profoundly disillusioned by Fliess much earlier than he said, and that it

simply took him a very long time to accommodate the disillusionment. The evidence for this lies in the repeated disclaimers to any expertise in Fliess's area of research. Freud keeps saying that it's all very important but that he is not competent to judge it. If we read the letters through Freudian spectacles we can see the tremendous unsees; but we have to remember that Freud had not yet

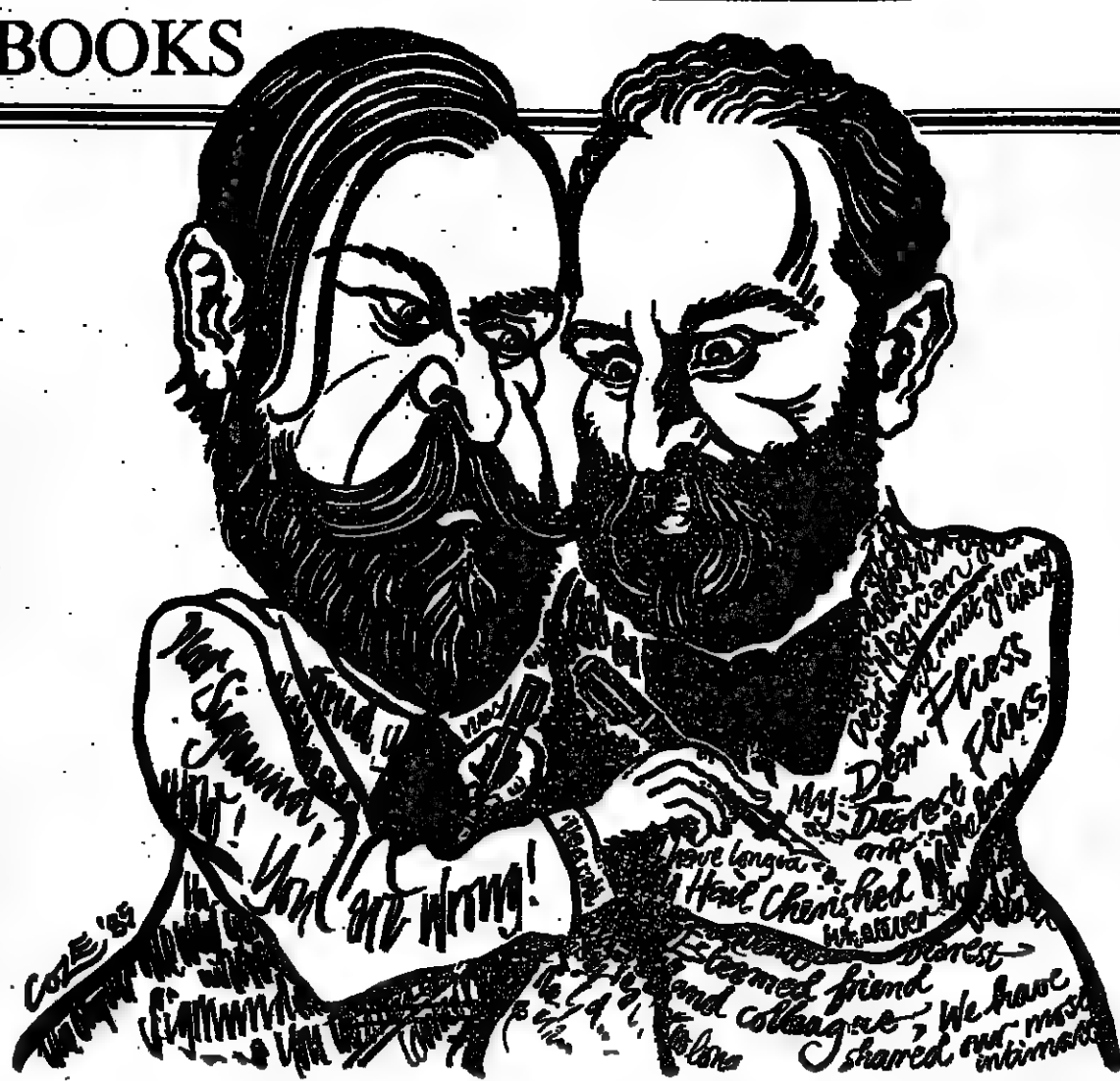
invented the spectacles when he was writing the letters. A part of his genius was that he was prepared to entertain apparently dotty ideas. On the face of it, there is not much to choose between a theory of sexuality based on the nose and an interpretation of sexual development based on the early significance of the mouth and the bowels. At the time of the correspondence, Freud and Fliess were two lonely cranks. Then

Freud uncranked himself and the relationship had to come to an end. Not that everything Fliess said was bonkers. If Masson is right, he gave us a term which has also entered popular usage - the male menopause. He was also an exponent of the idea of the fundamental human bisexuality (it sounds better in German as *Doppelgeschlechtigkeit*).

Freud said to Marie Bonaparte that "if he gave me bisexuality I gave him sexuality before that." It is not insignificant that the friendship comes to an end soon after Freud has told Fliess in a letter that his next book would be called *Human Bisexuality* and that "it will go to the root of the problem and say the last word it may be granted me to say - the last and the most profound."

Freud had problems admitting that he was not father of the bisexuality theory, and he describes them: "One day in the summer of 1901 I remarked to a friend with whom I used to have a lively exchange of scientific ideas: 'These problems of the neuroses are only to be solved if we have ourselves wholly and completely on the assumption of the original bisexuality of the individual.' To which he replied: 'That's what I told you two and a half years ago in Breslau when you went for that evening walk. But you wouldn't hear of it then.' It is painful to be requested in this way to surrender one's originality. I could not recall any such conversation or this pronouncement of my friend's. One of us must have been mistaken, and on the 'oui protest' principle it must have been myself."

The friend of course is Fliess, and note that the wording in the passage seems to put the friendship (or at least the exchange of ideas) in the past, even though the correspondence continued in a friendly way until 1904. It is hard to be reconciled to the death of an infatuation. It looks as if Freud was first disillusioned by the scientific pretensions of Fliess, but still needed the man's friendship or love so strongly that he went on as if he accepted them. It was a flight into incomprehensibility. He pretended to be no judge of the matter. But then Fliess, who must have sensed what was going on, wrote to Freud in such a way as forced him to choose between a cranky theory of periodicity and the new discoveries of analysis. He was saying: either believe in yourself or believe in me. And the answer was obvious. The friendship had to end.



For nature's diarists, the surreal years of war are likely to be prize ones: there is so much worth recording. Already World War Two has been superbly well accounted for in diaries by James Lees-Milne and Frances Partridge. One thought this would be the end of it. But here, put away, forgotten, a quite unexpected bonus, is the diary of Joan Wyndham, a young girl's Chelsea diary, which is every bit as good.

Joan Wyndham was 16, nearly 17, at RADA, when the war began. An early wartime conflict - was it right or was it wrong for the students to continue with rehearsals for a version of *Heidi* in *Germans*? - sets the tone for the whole book, which is personal, emotional, a long way off from battle: and yet it shows the impact of the war on the daily lives of a small group of London people, the upper class, Augustus-John-inspired Bohemians of old-style artistic Chelsea, in a very moving way. On the day war is declared, Joan, Joan's Mum (separated from her Daddy), and her mother's lesbian friend, the fanatic chalk-faced Sid, hear the air raid warning, go down to the gas room and begin damping the blankets with pails of water. The texture of damp blankets inspires the sharpest memories of London in the wartime. With that precise period detail social historians thrive on, Joan describes how Mummy has moved a small electric stove into the dining room so that they can cook themselves beans on toast without a trek two flights down to the now-deserted basement, the servants having taken fright and fled.

Not one, except Anthony Powell, in his novels, has managed before to create so exactly that atmosphere of rather frenzied loneliness which was London in the forties, a peculiar combination

## Growing up in the War

Fiona MacCarthy

LOVE LESSONS  
A Wartime Diary  
By Joan Wyndham  
Heinemann, £9.95

of the callous and the maudlin which somehow seemed intensified by the exigencies of war. When Joan puts on her black cocktail dress to go to the Chelsea parties, where they talk of Wyndham Lewis and Ezra Pound until the sirens sound, the scene seems very poignant. Dissolute unshaven sculptors in corduroy lunch over. Men in fifty navy blue polo neck sweaters have obvious designs on her virginity. Sheer heaven! She decides she too will be an artist not an actress and enrolls at Chelsea School of Art where she is taught by "daring" Henry Moore, a surprisingly resplendent figure in a yellow tie and violet shirt. For 30 shillings a week, which Mummy pays, she hires a top-floor studio in Redcliffe Road. Below her lives a huge old lady draped in shawl. Alexander Crowley's ancient mistress, an occultist. She installs a rubber plant. Paints rather dreadful pictures in the neo-romantic fashion of the period, featuring guitars and broken vases. She experiments with love with a tentative excitement. Revels in the freedom of first living on her own, and leaving piles of yesterday's greasy plates congealing. Experiences the powerful if somewhat sleazy pleasure

of drying frying pans with dirty bath towels.

This is war but life goes on, as one had not completely realized. Joan grows up. Her diary takes us to mid-1941. They frequent the Fulham Forum, see Bette Davis in *Dark Rapture*, and *Waterloo Place* with Robert Taylor. They have enthralling nights out at the ballet, Bobby Helpmann doing "nice solo writhings", stark naked except for a snake. At the Café de Paris they dance to Ken "Snakehips" Johnson and his grey-suited negroes. (In that age of negro-worship). A few days later a bomb has hit the Café, in the middle of "Oh Johnny, Snakehips and the band are dead."

That same day Joan records she has discovered masturbation. Her sexual development is strangely but perhaps inevitably linked with the mood of dislocation and the drama of the time. She writes: "The bombs are lovely. I think it is all thrilling. Nevertheless, as the opposite of death is life, I think I shall get seduced by Rupert tomorrow." And as it turns out the fatal place of her education is the divan on which her grandmother, a *grande amoureuse*, used to lie locked in passion with Lord French in the Great War before.

Kirbygrips; Max Factor make-up; *Amour Amour*, a perfume; Volpar Gels, the contraceptive most favoured by the fairly flighty girls of Joan's circle; the names of the period, made much of by Joan Wyndham, have extraordinary charm. Those delectable Viota cakes with crisp pink icing. But true to its time as this book obviously is, authentic and beguiling in contemporary reference, it is something rather more than just the portrait of an era. It is a *plus ça change* book, very touching, very funny, about coming to maturity. The agony. The bliss.

## Grammar as her be spoke

Philip Howard

A COMPREHENSIVE GRAMMAR OF THE ENGLISH LANGUAGE  
By Randolph Quirk, Sidney Greenbaum, Geoffrey Leech, Jan Svartvik  
Longman, £39.50

Writing a grammar of a living language is as muddy an undertaking as mapping a river. By the time you have finished, the rain has fallen, the water has moved on, the banks have crumbled, the silt has risen. With English having become the world language, in silt and spate with hundreds of different grammars, the project of making a comprehensive grammar of it is as chaotic as trying to chart the Atlantic tides. It can be done, but it cannot be done comprehensively, definitively, or even accurately. If you are going to do it in this country, by far the best source is the data collected and analysed for 25 years by the Survey of English Usage. It recognizes that spoken English is far more influential than written. It accepts the manifold varieties of English according to register, medium, attitude, field of discourse, and interference by other languages, giving some wonderfully opaque examples of English varieties: "Aeneas to macha churen, samawi churen." Hawaiian Korean Pidgin, since you ask. It is resolved to describe English scientifically, rather than to evaluate or prescribe "correct" English. "Evaluations are made by self-appointed authorities who, reflecting varying judgments of acceptability and appropriateness, often disagree."

So we get a vast and scholarly book, thick with diagnostic tables and structural tree-diagrams of morphemes. It builds on the authors' previous *A Comprehensive Grammar of Contemporary English* (1972), including new work in semantics, pragmatics, and text linguistics, with a chapter on discourse features entitled "From Sentence to Text." The grammar's field of discourse is the ACADEMIC STRUCTURALIST, and sometimes heavy going. It is a prodigious undertaking. It is just a bit difficult to see who it is for, other than other writers of English grammars. You would be ill-advised to try to learn English from it. By definition, it cannot be remotely comprehensive or definitive. I wanted to see what it had to say about the distinction, if any, between the American multi-word verb idioms to "meet with" and "to meet up with." But answer came, there none; or maybe I got lost in the tree-tables. This is a majestic work of analysis and description. If you feel the need for such a grammar, this is the best one available.

FOYLES ART GALLERY  
LOUISE LORING  
AN EXHIBITION OF HAND-PAINTED SILKS  
10-6 daily until May 29  
113-119 Charing Cross Road  
London WC2

## A sharpish district of offshore irony

FICTION

Stuart Evans

THE ISLAND OF CRIMEA  
By Vassily Aksyonov  
Translated by Michael Henry Heim  
Hutchinson, £10.95

THE MOTHER OF DAVID  
By Yvonne Keuls  
Translated by J.W. Arriens  
Soviet Press, £8.95

THE LOVE ISLAND  
By David Glover  
Robinson, £8.95

The Crimean peninsula is joined to the main Soviet landmass by the narrow Perekop isthmus.

For the purposes of this splendidly imagined satirical novel, Vassily Aksyonov has faded this strip of land into thin air, so creating *The Island of Crimea*. After the Revolution the island became the refuge of remnants of the White Army and various others with pressing reasons for abandoning the motherland. Red invasion attempts were repulsed by fierce military resistance and the support of British battleships. The island became a rip-roaring capitalist outpost gloved at, but pragmatically tolerated, as Taiwan (and Hong Kong) have been. The capital Simferopol is humming, sophisticated and streamlined with an abundance of everything; the main resort Yalta is one immense pleasure dome beside a sunlit sea; the spit of Arabat is oil-rich. And yet there is conflict.

A powerful utopian cabal is crusading for re-unification with the Soviet Union - although it will inevitably mean an end to their privileged hedonism. It is led by Luchnikov, editor of one of "the major newspapers of the world", the *Courier*, a rich playboy and megalomaniac dreamer of dazzling immaturity. Then there are Russian aristocrats, sympathetic about their state of exile, idly dreaming of repossessing the homeland. Out of the mixed descendants of Russians, Turks, Tatars, and those English sailors a wildly nationalistic "Yaki" movement has evolved, violently at odds with a host of

leftist parties and the barbaric right - the Lupine Hordes.

As Hong Kong is a rich source of hard currency for China, so is the Island of Crimea for the USSR. Accordingly celebrities such as Luchnikov are frequent visitors to Moscow, allowing him to keep up an energetic relationship with his mistress Tatyana, once a more orthodox athlete, now a television commentator of great allure and sexual vivacity.

The description of a society more riddled with fear of informers than Domitian's Rome is scathing at the same time there is a lively picture of Moscow underground groups who get by in spite of the Party. There is, too, a notably virulent attack on Stalin. The author's satire is not confined to the Soviets. His portrayal of a sybaritic playground is stinging,

and his implied criticism of Western triviality is just as pitiless. The characterization is rich, funny, and ironic; and the translation appears to be excellent. Without revealing the outcome, it may be said that the vitality of the author's savage wit lasts to the end.

*The Mother of David S.* had to contend with a difficult baby and fractious infant, now grown into an impossible adolescent, who moves from marijuana through amphetamines to heroin addiction, thereby all but ruining the lives of his parents and their younger children. The bleak, unremitting narrative of domestic anguish and social shame (the neighbours are less than sympathetic) is relieved only by the resilient sanity of the addict's sister, Juliet. In desperation the mother goes to America to study the methods of parent groups, returning to Holland to start her own. The resolution of the problem and the plot is drastic but entirely understandable. The novel may help similarly distressed parents; but it should be required reading for anyone tempted to experiment with drugs. It is salutary even for pious creatures of habit who have long forgotten their first forbidden Woodbine or illicit half of mild. Yvonne Keuls has

based her story on composite experiences of families afflicted with an addict among whom she has worked.

Stories set in invented locations are often unconvincing, so it is to the credit of David Glover that *The Love Island*, somewhere to south-east of India is highly credible in topography, politics, and ethnic complexity: as Chinese, Indians, Arabs, Malays, and "aboriginals" all mix in the afterglow (if that is the word) of a British Colonial sunset.

The central figure, Harry, falls under the spell of a family who were once tea-planters on the island of Penitencia. Traveling in the east as an economist, he visits the enchanted place. There he meets Maria, a popular singer brought up by nuns. Rapturously love they return to the England which she has loved from a distance. She has difficulty finding work, finds it hard to adjust, and has to face racist abuse to herself and their children. The marriage disintegrates. Maria returns to her island, now in the throes of grave political unrest, to be followed by a remorseful Harry. The characters are well drawn and the description of British and tropical landscapes are lovingly observed.

## The wit at Westminster

Woodrow Wyatt

WESTMINSTER BLUES  
By Julian Critchley  
Eim Treas, £7.95

figures. Emboldened by his imaginary success he looked for issues on which to attack the government.

Anonymously he wrote an article in February 1980 for *The Observer* disparaging Mrs Thatcher and her government. His cover was soon blown, and it was he who looked foolish, not the government.

Throughout his book Mr Critchley appears as someone trying to make a splash beyond his intellectual or political means. He is a good man determined to go wrong, and

that is sad. He has worked himself up into a dislike of Mrs Thatcher that is not pretty, despite her kindness and forgiveness over his anonymous article.

He enjoys eating in the Members' Dining Room save for the danger "that the Prime Minister herself may join your table... the experience once befell me. A reverent hush fell upon the table and we sat silently to attention." "Julian" said Margaret, doing her Penelope Keith bit, "what are your views on the money supply?"

When he sneers at Mrs Thatcher as a bore and social burden, it does not occur to him what a bore and a burden it must be to Mrs Thatcher to have to be friendly with people like Mr Critchley. If she were aloof, the criticism would be that she is too grand to talk to Conservative backbenchers.

He is funny about Michael Heseltine ("I had never met anyone quite as ambitious"), a close friend at Shrewsbury and Pembroke College.

Mr Critchley's political career cannot now be saved, unless Mrs Thatcher is displaced by someone like Mr Pym, which does not seem probable. However, he has a safe seat at Aldershot, where the constituency party is exceedingly tolerant of him. As it is his base, he holds his jokes about his constituents in check, though the strain of this restraint is evident.

Mr Critchley's future, on present form, does not promise to be more than that of a political entertainer. This is not what he set out to be, and his mask of ironic observer, though gracefully worn, is below his potential abilities.

## SIMON LOUVISH THE THERAPY OF AVRAM BLOK

£9.95

"Here's a great fizzing parcel bomb of a book. Imagine a Jewish Gulliver's Travels. Or a Candide from Jerusalem. While you're at it, remember your Heller and Vonnegut for this is a modern political satire on an epic scale, guaranteed to offend and enrage, to make all save the most effete and illiterate roar and whoop and weep with laughter." Gillian Reynolds - Punch

HEINEMANN

## A bestseller in Australia Loving Daughters

OLGA MASTERS

"What Olga Masters offers us is a rare thing - a true comedy of manners. Australian style." ADRIAN MITCHELL, *Australian*  
UK Publication 30 May £9.95 0 7022 1758 1

UNIVERSITY OF QUEENSLAND PRESS  
Orders to: J.M. Dent (Distribution) Ltd

## 1945

### The World We Fought For

"This book has a sense of personal intensity which orthodox accounts of the events of the Second World War lack." Robert Fox, *The Listener*.

"Mr Kee really has told it like it was..." David Watt, *Observer*

"Enthralling" John Keegan, *Sunday Times*  
"Exhaustive and illuminating... he's done it expertly" Bob Woffenden, *New Statesman*

Illustrated throughout  
Hamish Hamilton £12.95

ROBERT KEE

## Discover the Oxford Paperback List



The Brensham Trilogy

Portrait of Elmbury, Brensham Village, and The Blue Field

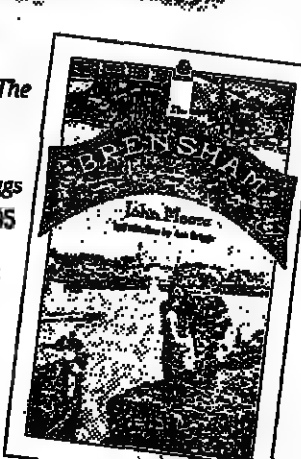
JOHN MOORE

Introduction by Asa Briggs £4.95

Another Kind of Magic

MOLLIE HARRIS £2.95

For a catalogue write to  
Juliet New, OUP,  
Walton Street, Oxford.



Classic books on town & country life  
Just part of the Oxford Paperback List





## THE TIMES DIARY

### No sexism please

In the most unlikely hearings of the decade, the Equal Opportunities Commission is to be taken to industrial tribunals by two of its own members - for sexism. Dr Angela Bowey, professor of business administration at Strathclyde University and an EOC commissioner for six years, together with Christine Jackson, the long-serving principal of the EOC's research department, both applied for the post of chief executive of the commission in February. Astonishingly, neither made the shortlist of 20 who were called for interview. The list apparently contained only two women, and it was a man, Alan Hart, who got the job. As a result, both Dr Bowey and Miss Jackson are taking the EOC to industrial tribunals on the grounds of sex discrimination. This must come as something of a jolt to the EOC, the body which only two weeks ago published a new code of conduct containing the sentence: "Applications from men and women should be processed in exactly the same way."

### No solos

The Royal Ballet has become the latest victim of Spanish street violence. In Barcelona, on the penultimate leg of its European tour which ended this week at least 10 members of the company, its general director, Sir John Tooley, included - were individually assaulted or robbed in the few hundred yards between their hotel and the theatre. According to assistant director Paul Findlay, the company was singled out on its arrival by a local gang. Over the next few days dancers had their handbags snatched, others were told they had something on their jackets and had their wallets snatched when they took them off, and some were simply pushed to the ground and robbed. Finally the company moved around only in groups.

● Poor Woolworth's. Having won a medal for its albeit "rather vulgar" display at the Chelsea Flower Show, some said sabotaged it by pouring Fairy Liquid into its water wheel.

### Bow jest?

The press gave Mildred Gordon a surprisingly easy ride when she was selected to succeed Ian Mikardo as Labour parliamentary candidate in Bow and Poplar on Sunday. Mrs Gordon, I understand, told the selection committee that "Kinnoch is an obstruction to socialism and must be removed". Not surprising, since she is the widow of Sam Gordon, a seminal figure in British Trotskyism. He helped found the Workers International League in the 1940s with Ted Grant and Gerry Healy, now the eminences grises of Militant and the Workers Revolutionary Party respectively.

● Peter Owen is to publish a book called *Voluntary Euthanasia: Experts Debate the Right to Die* in the autumn. The editor, Barbara Smoker.

### Great outdoors

Labour's Ann Clywd has become so disgusted by the damp and stinking conditions in her cloister office at the Commons (PHS last Wednesday) that she has had the authorities put a table and chair in a nearby courtyard. Yesterday she was seen working there quite happily.



"Can you show me where the famous Palazzo tower would have been?"

### Left in the lurch

First Kinnoch allies take control of *New Socialist* magazine (PHS, May 6). Now another Labour organ is about to break decisively with Bennis. *Tribune* tomorrow will contain a remarkable slanging match between its former editor, Chris Mullin, and his successor, Nigel Williamson, who has been actively promoting the new Kinnoch-orientated alignment on Labour's left. Mullin submitted an article denouncing those involved in the realignment as "unwieldy mobile turncoats" who "scent power and want to be part of the winning faction". The MPs involved "have achieved selection by chanting the slogans of the hour" and would support a leadership that has "not the slightest intention" of implementing true socialist policies. Williamson replies defends the new alignment as the best way to create a centre-left powerbase for Kinnoch. "When I read your piece," he says, "my heart felt because of your bitterness and cynicism of old friends because they start disagreeing with you is not just uncomfortable. It is down right unpleasant."

PHS

# Tax: can this be progress?

by Graham Mather

Debate about the merits of a flat-rate poll tax or local services tax is illuminating a much broader problem in Britain's tax system.

According to its opponents a poll tax is "regressive" because it would take the same amount of cash from everyone's income regardless of their means. Unfair and politically damaging, the argument runs, because, it fails to take account of ability to pay.

Even if poll tax is refined into a flat-rate tax on income it is still bad - £100 from someone earning £1,000 a year is said to hurt more than £1,000 off the £10,000-a-year earner. "Progressive" taxes - which take a higher percentage from higher earners - alone have the requisite ring for all those parliamentarians and commentators who, whatever else they do, never regress.

In fact, there is now a strong case that Britain has too many progressive taxes; that their proliferation has obscured the plight of those most in need, brought administrative complexity and expense, and introduced damaging poverty traps, unemployment traps and disincentives at critical points in income. Progressive taxes are also unfair. They tax the same amount of income at different rates, according to marital status, spending choices and factors unrelated to relief of poverty.

After six years of Mrs Thatcher's government Britain has more redistributive or progressive taxes than ever, despite increasing agreement that support for the needy is best achieved through a system of basic income guarantees (through public spending) and leaving the tax system to collect required revenues

as cheaply as possible, which flat taxes facilitate. Britain already has substantial public spending income-support programmes, through supplementary benefit and other social payments. Progressive taxes maintain a parallel redistributive system, introduced when public support for the needy was significantly lower, in which the desire to mitigate the effects of income differentials has added increasingly random and arbitrary distortions at all income levels.

As a result, Britain has a steeply progressive income tax system, a national insurance system which is progressive at the lower end and, since the Budget, redistributive at the higher. It no longer has any true contributory or insurance principle and national insurance contributions now constitute effectively another tax, with its own poverty traps and disincentives built in.

Just as the income tax and national insurance systems levy widely varying amounts of tax on the same amount of income, the unified housing benefit now administered by local authorities has turned rent and rates into progressive charges. The level of rent, or of local rates charged on identical properties, now varies according to income levels: 3,500 local government officers struggle to administer a system which has defeated many computerization programmes.

As the "progressive" principle has spread, many charges levied by local authorities themselves have devel-

oped progressive features. Fees and charges for services, and even library fines, can now fluctuate against crude categories designed to approximate to income, like age or employment status.

In the British progressive tax system, a married couple begin to pay 50p tax in the £2 on a joint income of £26,000. In Germany the threshold is £34,000, in the US \$48,000 and in France and Japan £55,000. The steps to 40, 50 and 60p tax in the £ in the British system now catch precisely the upwardly mobile workers in need of performance-related incentives; those stepping up into senior management; and small business owners beginning to earn an income sufficient to encourage expansion or the launch of a new job-creating venture.

The difficulties of three sections of government - Inland Revenue, DHSS and local authorities - wrestling with the administrative complexities of progressive systems make the case for flat taxes such as a poll tax much stronger. Because flat taxes are single rate, with limited exemptions, they not only link voting to paying for a wider section of the community but ease the unexpected distortions and poverty traps inherent in progressive taxes as tax rates increase with income.

Because flat taxes help disentangle the tax system from what is partly designed to finance public spending in relief of need - they make it easier to concentrate resources on those in greatest need.

Because flat taxes apply to a broad population base, they help in moves towards fiscal neutrality. Special tax reliefs and allowances owe their presence to the impact of high tax rates on the income levels needed to buy property or make personal provision for health care or education. Flat taxes ease these problems; they discourage complicated tax planning and alleviate pressure on companies to provide perks.

Flat taxes would remove the discrimination which a progressive income tax system attaches to marital status, and rates to property ownership. As to the question of fairness, the former US Assistant Treasury Secretary, Paul Craig Roberts, put it this way: "Fairness is requiring a person or household with 10 times as much income to pay 10 times as much in taxes, which is what a flat-rate tax does. No one has ever proved, nor can it be proved, that fairness is requiring a person with 10 times as much income to pay 20 times as much in taxes."

Relief of poverty is best handled through income support, leaving the tax system efficiently to collect revenue and help finance this relief. Britain's progressive tax system now blurs the requirements of the needy, entrenches poverty and unemployment traps and fiscal distortions; it is the enemy of individual effort and hinders economic recovery. More flat-rate taxes would begin to solve the problem.

The author is head of the Institute of Directors' policy unit.

© Times Newspapers Limited, 1985

## Nicholas Ashford on the General Dynamics corruption scandal

### At last defence comes under attack

Washington  
This week's decision by John Lehman, the US Navy Secretary, to suspend General Dynamics from obtaining new contracts for two of the company's major defence divisions until it pays \$75 million in overcharges, is the latest and most spectacular example of the way defence contractors have been fleecing the American taxpayer.

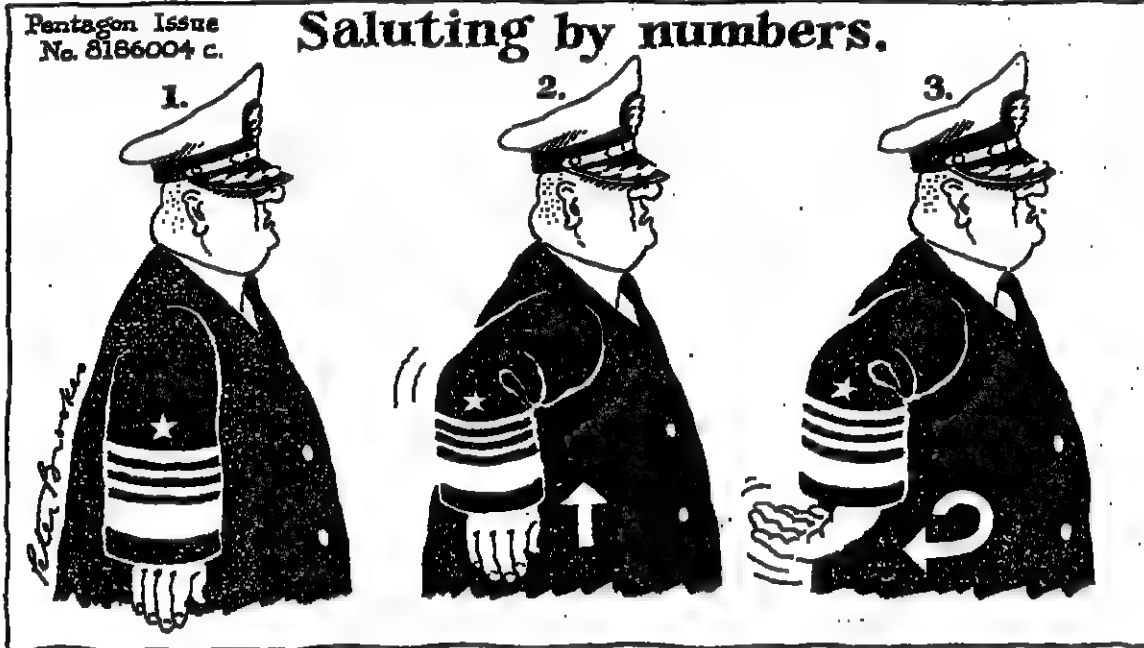
Until recently, thanks to a pliant Pentagon and an acquiescent Congress, the contractors had been able to get away with what amounted to officially sanctioned daylight robbery. Now a series of highly publicized cases involving massive overhead charges, run-away weapons costs, excessive mark-ups on spare parts, billions of dollars being poured into weapons that do not work properly, and in some cases blatant fraud, has raised public concern about how the Pentagon spends public money.

"As we all know from our mail, the American people are angry," Democratic Senator William Proxmire said earlier this week. They are angry about the Pentagon paying \$9,600 for an ordinary spanner or \$640 for a lavatory seat. And they are angry that the biggest peacetime defence build-up in the nation's history does not seem to be buying more bang for the taxpayer's bucks.

The latest case involving General Dynamics shows how a big defence contractor routinely managed to pad bills for weapons systems, and how it developed a "co-operative" relationship with a top Pentagon official. In this case Admiral Hyman Rickover, "father" of the US nuclear submarine programme, with illegal gratuities. The company was fined \$676,283 for giving the admiral gifts such as neckties and earrings for his wife, fruit knives, teak trays, shower curtains, paperweights and pendants.

But it also shows how the Pentagon hands out money when trying to discipline a company such as General Dynamics, the nation's third largest defence contractor, which is responsible for building, among other things, the Trident submarine, a key element in President Reagan's defence modernization programme.

In announcing the suspension,



Lehman said he saw no reason why the navy and General Dynamics could not reach an agreement that would restore normal business relations within a few weeks. He also rejected a recommendation by Joseph Sherrick, the Pentagon's inspector general, that three high-ranking General Dynamics executives be banned from taking part in military contracts.

The penalty imposed on General Dynamics is the most severe since charges of impropriety began surfacing a year ago. The company was accused of consistently padding bills for weapons systems with such charges as country club dues, lobbying, entertaining, buying sunglasses and boarding a dog.

Earlier this year the company had \$244 million in payments withheld by the Pentagon as restitution for overbilling. In this case General Dynamics was found to have billed the public for such overhead expenses as babysitters for executives' children and the purchase of a \$546 mattress for an executive displaced with a standard hotel bed. Another major contractor, Pratt and Whitney, the aero-engine manufacturer, was found to have charged the taxpayer for the costs of throwing a Halloween party to boost "employee morale" and a \$67,500 donation to an arts society favoured by an Air Force general's wife.

These improprieties, however, are only the tip of a much larger iceberg of waste and uncontrolled spending by the Pentagon. As Stephen Dagget of the Center for Defence Information observed: "The figures involved in these cases are not that great compared with the sums being squandered on some weapons systems. But the fact that companies like General Dynamics have been able to get away with these sorts of

overhead charges for so long shows the extent to which defence contractors and the Pentagon are in bed with each other."

According to Sherrick, who was appointed by the Pentagon to root out such malpractices, a systematic pattern of abuse has been allowed to develop in recent years. "The attitude of some defence contractors seems to be, 'I stole it fair and square,'" he said.

At the heart of the problem lies the sheer size of the military industrial complex. Knit together by mutual self-interest, by shared beliefs and by patriotism, the Pentagon, the armed forces, giant corporations, political leaders and legions of defence scientists, scholars and salesmen form an institution that touches almost every corner of the country.

The jobs of one out of every 10 Americans depend directly or indirectly on defence spending. The Pentagon is the largest single purchaser of goods and services in the nation. Defence industries account for 10 per cent of all US manufacturing. In some states, notably California, defence-related employment is the largest single source of personal income. Defence employs 25 per cent of the nation's scientists and engineers. There are twice as many defence workers as there are farmers.

The influence of this vast military-industrial complex has been greatly expanded by Reagan's unprecedented \$2.3 trillion defence buildup. The Pentagon is now spending an average of \$28 million every hour - 24 hours a day, seven days a week.

With its enormous size and spending power, the military-industrial complex exerts greater political constituencies that make captives of

Congressmen, state officials, and even labour unions. Under such pressures the normal checks and balances of the American political system repeatedly break down. Often the American taxpayer ends up by paying for weapons systems the military does not need, that do not work properly or which cost far more than originally estimated.

For instance, the army's new M-1 tank, the most expensive in the world, has frequent breakdowns; the Bradley fighting vehicle is too small and highly vulnerable; the Divad automated anti-aircraft gun cannot shoot down attacking aircraft.

The public is often also picking up the tax bill for defence contractors. General Dynamics, for example, has not paid any federal taxes since 1972 and has even claimed a tax refund. The Grumman Corporation is this year paying taxes for the first time since 1976.

Part of the problem has been that Congress has failed to perform its traditional watchdog role over defence spending - at least until recently. Although there has been much congressional criticism of the size of the defence budget, congressmen have been unwilling or unable to control Pentagon excesses.

There have been a number of reasons for this traditional "pork barrel" politics (most congressmen have defence plants in their districts); jobs (they are unwilling to make cuts which could increase unemployment); personal prestige, and a widely-held belief that any appearance of opposition to greater military strength is unpatriotic.

But the publicity over the General Dynamics and other scandals seems to be changing Congress's mood. There is a feeling that things have got out of hand, that Congress must now do some whistle-blowing of its own.

circumscribed by more legal constraints than ever before. Ministers believed, and Kinnoch hoped, that their campaign would perish quietly. After the end of May Brian Skinner will not be able to allow that to happen. If any London council has not fixed a rate by then he will open proceedings which will lead to the surcharging, banning from office and probable bankruptcy of councillors who continue to postpone the fixing of rates.

Conservative councillors believe that his late intervention has given some Labour councillors time to gird themselves for martyrdom. They also feel that his warning to all members of the six that they must fix legal rates by the end of May could oblige Opposition councillors to vote for Labour motions which they consider legal, but inflationary.

"As an ardent supporter of rate-capping I find it extremely unfortunate," said Toby Eckerley, leader of the Conservative minority in Southwark. If Labour councillors are penalized for defying the Government, party and trade union leaders who have shunned their campaign may be forced to support it. Skinner may yet manage to coax flame from the dying embers of the campaign of defiance."

Hugh Clayton

Local Government Correspondent

## Ronald Butt Jobless facts and fiction

Unemployment may destroy this government unless Mrs Thatcher and her colleagues can convince the public that they know how to deal with it, and are acting firmly on that knowledge.

To start with, it should separate the facts from the fiction. This is vital since the mental yardstick of public opinion is the supposed fact that 3,177,200 people are unemployed, and that the trend is rising.

Ministers closest to the problem do not believe the statistics but fear to say so lest this be taken as evidence of heartlessness. Their scepticism is founded on convincing evidence.

Officially, London and the south-east have 30 per cent more long-term unemployed than the north-west - a fact which sits ill with the distinction conventionally made between northern blight and the prosperity of the "sunrise" industry South.

How is the unemployment figure of the booming south-east to be accounted for when employers in industries based on new technologies persistently complain that they cannot fill vacancies with people possessing the necessary skills, and service industries have to recruit foreigners on work permits?

Part of the answer can only be the black economy. The key to the problem is the fact that a man has to earn something like the average national wage before he benefits significantly (in take-home pay) from work as compared with living on benefits.

Since 60 per cent of the unemployed in the south-east are unskilled manual workers, some ministers believe that the high level of unemployment (despite unskilled vacancies) arises from the fact that people who fall out of work find that they can pick up tax-free casual work to top up benefits - eventually finding themselves as well off as on a taxed income.

Although there are allegedly 450,000 unemployed in the construction industries, there are also unutilized vacancies. Employers say that while they can get casual labour for cash, they cannot find enough workers willing to go on their books.

If the official unemployment figures told the entire truth the political left would not find it as hard as it does to get the unemployed marching and demonstrating. It is therefore incumbent on the Government to tell the public what it judges the true facts to be and what it proposes to do. In the end, of course, the only way to kill the black and cash economies is to make it worthwhile to undertake a regular job at unskilled hours, or a comparatively low wage, by freeing such earnings from tax.

The Government calculates, however, that it would cost about £10 billion annually to restore the position to that of 1949 when a married man with two children started paying tax only when his pay reached twice the level of National Assistance. Today he is often taxed

at the level where social benefits stop. This would require, a big exercise in public explanation and persuasion - and it is not too soon for the Government to start.

There is, of course, a real unemployment problem and nothing written here is meant to minimize the suffering it causes. One aspect of the subject was usefully explored in a seminar on training in new technologies held at Windsor in March by two Euro-MPs, Baroness Elles and her son, James, who had found much evidence of lack of employment skills for jobs in Britain's "Silicon Valley", which stretches west of Slough - and a Trade and Industry committee has confirmed these findings.

Industrialists and educationalists attending agreed that present educational methods were not meeting needs. It is not simply a question of earlier vocational training; that, if over-emphasized, might simply equip young people with narrow skills that were quickly outdated. What was felt to be needed was an improvement in general standards of literacy and numeracy, with the gradual introduction of vocational skills, to prepare young people to go on learning.

As a result of this seminar, a self-supporting regional group has been set up to find the needs of the area and stimulate cooperation between schools, colleges of technology and industry, in a project that could well be copied elsewhere.

We must strip away the fiction from employment statistics in order to concentrate on the real problems. Apart from job-destroying taxation and poor education for skills, some searching questions need answering on regional imbalances.

Can we be content with the continual self-generating expansion of the new industries of the south-east under the magnetic pull of Heathrow and proximity to Europe, which is our present equivalent to the former expansion of the North in response to raw materials?

Is it enough to let the North find a new prosperity for itself in tourism and services, exploiting its beautiful countryside, while Slough to Swindon becomes our new industrial dynamo? What would be the social and environmental consequences of that? There can be no question of reviving failed policies of trying to bribe industry to go where it does not want to be. But should not the Government do more to provide an improved environment for industry in the North by better communications, especially by air? Can no better use be made of northern derelict industrial areas?

The Government should talk more openly about these things, instead of allowing itself to be racked by its opponents on statistics which it does not believe in but dare not qualify. Ministers should fight Neil Kinnoch on what is relevant, not let him defeat them by fighting on what is not.

Merrily Harpur

## Making Kenneth sure of shell

The bitter thing about being a tortoise is that hardly anyone takes you seriously; in fact, pound for pound, the tortoise is taken more lightly than any other animal.

I learned to take mine seriously only when he was taken ill. Just when all the flowers came out in the garden Kenneth Rose wilted. His passion for strawberries, clover, plums and cabbage waned, and I knew something was seriously up when he even refused tinned dog meat (rabbit 'n' kidney flavour), his favourite.

I took him to an up-market Kensington vet whose waiting room is stocked with the *Tatler* and whose patients have embarrassing names. I suspect that the middle classes try out names on their dogs before they give them to their children. I remember when dogs were called Sebastian and Victoria; then children started to be called that, and the dogs became Henry and Kate. Now all the Henry and Kate children are growing up with dogs called Theodore and Violet, and - watch the births column.

There is a class of vet who regards tortoises as insects. I felt rather insect-like myself in this sophisticated establishment and feared that Kenneth Rose and I would be despised for the bags under our eyes and lack of vivacity. I was completely wrong. This vet's surgery turned out to be just how I imagined the Kingdom of Heaven: all things bright and beautiful, especially the receptionists, and smelling faintly of disinfectant and Ivoire by Balmain.

There, to my amazement, Kenneth Rose was X-rayed (they are touchingly simple inside, having hardly any bones) and was pronounced to have mouth rot, a lung infection, and worms. Mortally ill, and all he had done was look melancholy.

Before I could croak "Is there anything that can be done?" the full panoply of the twentieth century pharmacological revolution had unrolled before us. He was given

multivitamin injections, peroxide mouthwashes, antibiotic jabs, and worming tablets. I was then referred to the highest authority in the land, Dr O. F. Jackson, author of *Discusses of the Tortoise*, a graph whereby you can tell if your tortoise is heavy enough. Dr Jackson and his Radio decreed that K. R. would have to be fed through a tube until he was fat enough for hibernation.

So there we were all winter long, I under my reading lamp, drawing, he under his feeding lamp, maintaining a temperature of 80°F. It is well known that feeding a thing twice a day accelerates the moulting process, whether it be a child, the gas meter or a tortoise. That's the way we women are: biological victims. I soon came to see that, although all tortoises' back legs are sweet, K.R.'s back legs are far sweeter than the average. I even developed a special Tortoise Voice: I converted it from an old Dog Voice I used to have.

He is well again now, thank you. Recovering is one of the main skills of the tortoise. I learned from Pat Murray, secretary of the British Chelonia Group, a body devoted to the welfare of these most unassuming of creatures. They can even survive the horrendous accidents peculiar to tortoises, such as having their shells split, or limbs severed by the spades of unobservant and intemperate gardeners. With proper care they can grow them back and trudge onward.

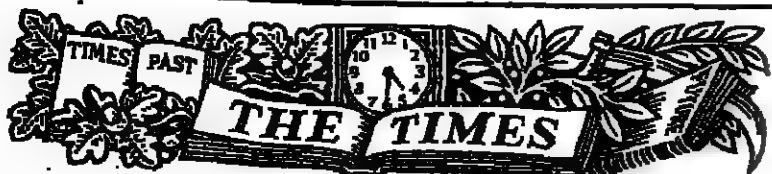
Anyone who wants advice on tortoise rearing should contact Mrs Murray at 105 Burnham Lane, Slough, Bucks. Did you know that if you put them in hay, rather than straw, they can get farmer's lung? Did you know you should sprinkle a pinch of ground eucalyptus on their food to help with shell formation?

It is a truly civilized society that can boast people like the British Chelonia Group, who believe it is precisely because a tortoise does not bleat, howl or kick you that it merits a specially serious kind of attention.



Hammy





P.O. Box 7, 200 Gray's Inn Road, London WC1X 8EZ. Telephone: 01-837 1234

## A VIEW ON THE LEFT

Mr Neil Kinnock and Dr David Owen can leave Westminster for their spring bank holiday tomorrow with cautious pleasure. The Labour Party has edged in front of the Conservatives in the public opinion polls, and the Alliance has at last experienced the long predicted surge of support which, for the moment, seems to put the Social Democrats and Liberals into an apparently credible third-party position.

Primarily, the advance of the Opposition parties is, of course, the direct consequence of the government's difficulties and errors. The public is feeling a sense of disillusion with familiar faces and a familiar political style in which the faults are for the moment more evident than the virtues. It will be harder for Mrs Thatcher to win the next election than it was the last. Indeed, for the same Prime Minister to win three consecutive elections would be a historic event.

This does not mean that she will not do so. Mr Kinnock should keep in mind that all the Opposition parties have contributed so far to their revived prospects is keeping their own offered policies at the level of insubstantial generalities and (in Labour's case) of cultivating a decent demeanour of unquarrelsome moderation for a change.

Labour now has a respectable looking parliamentary front-bench in which the "moderates" (in the pragmatic mould of Mr Hattersley and Mr Kaufman) have made common cause with the old legitimate left (which Mr Kinnock leads) against the extremists who still hanker for extra-parliamentary persuasion. As a result, the strife between left and right has gone underground.

When Labour leaders discuss policy these days they do so with studied moderation. Mr Hattersley, for instance, has spoken of the need to move away from the unrealistic economic policies put forward by Labour at the last election, which he has described as "damagingly opaque." Like Mr Pym and Dr Owen, of course, he sees the solution to the unemployment problem as more government spending and borrowing, but on a larger scale

than theirs. Even so, he is palpably trying to pitch his figures within the range of credibility.

Yet when the policies have to be presented in detail for public inspection at the next election, it seems hardly likely on present showing that they will be found more attractive than they were last time. Indeed, they are essentially the same policies, which have become even more irrelevant as time has moved on and political circumstances have changed.

There would be a drive for growth by more government spending and by using tax penalties to repatriate foreign investment money, which would then be directed (at a subsidized rate of interest) for approved industrial purposes at the Labour government's discretion. It would be the old National Plan greatly intensified. At the same time, Mr Hattersley has warned us, there will be a return to the high tax society, with the burden resting heavily on any household with an income (including a joint income) of £20,000 a year or more; in other words on many potentially Labour-supporting and hardworking homes.

That is a prospect likely to alienate many of the voters at present floating uneasily between political allegiances. Moreover, there will once more be an attempt at an incomes policy (though by any other name) in the hope of securing union support for pay restraint as a guard against the inflation likely to be caused by Labour's other policies. Will the nation really believe that this could be delivered; will it risk a return once more to the old strife?

As for Labour's international policy, it will be very hard to disguise the fact that its anti-nuclear defence policy will sit very uneasily, if at all, with membership of Nato. Not least, at the fringes there will on present indications be many signs of Labour's atavistic intolerance, one example of which is Mr Kinnock's recent undertaking to abolish "quickly" all independent schools.

In the end, however, the question before the nation will be whether it believes that the present facade of moderation, with its suggestions of a return to the Wilson-Callaghan era, really represents the reality, or whether Labour in power would again be driven more and more into a much more thoroughgoing socialist policy, both by events and by the leftist majority in the broad base of the party which for the moment is lying quiet. Given the kind of advice Mr Kinnock likes to listen to, the prospects for a much more socialist Britain, rather than one in which the IMF has a voice, will probably seem substantial.

If this is the national opinion, the electorate is unlikely willingly to give power to Mr Kinnock. All recent evidence suggests that on major questions and attitudes, the public is still much more inclined to Mrs Thatcher's general position than to Mr Kinnock's. Labour would be foolish to forget that a great part of the public now has a vested interest in the revolution in economic and social attitudes which Mrs Thatcher has been trying to achieve. From industrial relations to the sale of council houses, that is very evident.

As for the Alliance, its greatest asset is, of course, Dr Owen whose unambiguous patriotism and commonsense on most topical questions has given it a credibility which the Liberals alone could never have achieved. If the government cannot recover its momentum, a hung parliament, or one in which the Alliance costs: the Tories enough seats to allow Mr Kinnock to scrape to power, is a possibility. Yet the Alliance's policies (certainly those for steering the economy) are essentially as backward-looking in their dirigisme as Labour's, even if more moderate. The Opposition parties can rejoice in their revival but only a little. Awkward though Mrs Thatcher's present situation is, the fact remains that her opponents have much more difficulty in answering the questions that really matter than she has.

As for the Alliance, its greatest asset is, of course, Dr Owen whose unambiguous patriotism and commonsense on most topical questions has given it a credibility which the Liberals alone could never have achieved. If the government cannot recover its momentum, a hung parliament, or one in which the Alliance costs: the Tories enough seats to allow Mr Kinnock to scrape to power, is a possibility. Yet the Alliance's policies (certainly those for steering the economy) are essentially as backward-looking in their dirigisme as Labour's, even if more moderate. The Opposition parties can rejoice in their revival but only a little. Awkward though Mrs Thatcher's present situation is, the fact remains that her opponents have much more difficulty in answering the questions that really matter than she has.

Even where their archive services have been most fully developed these are still barely adequate to offer minimal protection to the many records of future historical value that are generated there. Now even the minimal protection is threatened: few share the implied optimism of the Bill abolishing the metropolitan counties that individual districts will voluntarily cooperate to maintain, let alone expand, existing county-wide archive services.

In no way is this a political matter. No one suspects the Government of malign intent in its failure to make what would be generally accepted as adequate provision for future archive services in these areas. It simply reflects the sadly modest resources expended on these services, so that they seem of little importance amid the many large-scale changes that are contemplated.

But their importance is not to be measured in these terms. It is not too late for this to be recognized by an amendment to the Bill, which will otherwise mark a lamentably retrograde step in British record preservation.

Yours faithfully,  
P. D. A. HARVEY,  
Department of History,  
University of Durham,  
43/46 North Bailey,  
Durham,  
May 6.

### Dressing down

From Mr Patrick Howarth  
Sir, Is there a reputable body concerned with civil liberties which can strike a blow on behalf of Miss Laura Davies?

According to your golf reporter (May 13), Miss Davies was fined - yes, fined - for wearing trousers deemed by someone or other to be scruffy. She was, understandably, stated to have been in tears.

It may be relevant to ask whether, if Miss Davies had refused to pay the fine and instead had flung her trousers at whoever had the impertinence to comment on them, she would have been precluded from continuing to earn her living as a professional golfer.

Yours faithfully,  
PATRICK HOWARTH,  
Les Catalanes 2 du Golf St Cyprien,  
Bathurst J 74, 66750 St Cyprien,  
France,  
May 14.

### Sinn Fein vote

From John D. Taylor, MP for Strangford and MEP for Northern Ireland (Ulster Unionist)

Sir, Because Sinn Fein did not contest the last local elections in Northern Ireland in 1981 they held no seats. This time they contested these elections and naturally won seats - a total of 59 to be precise. However, it is not seats but the share of the votes which explains the fortunes of Sinn Fein.

In the last three elections in Ulster the percentage share of the vote going to Sinn Fein has declined. In the general election of 1983 Sinn Fein had 13.40 per cent; in the European election of 1984 they fell slightly to 13.34 per cent; and now in the 1985 local elections the Sinn Fein vote has fallen even further to 11.8 per cent.

This continual slide in support for Sinn Fein underlines the reduction in alienation which is obvious to

## No great merit in a white collar

From Professor John P. Conrad

Sir, Mr John O'Sullivan's plea (feature, May 18) for compassion toward the white-collar offender mystifies me. An American criminologist who has never written a choice leader for any newspaper, but is nevertheless concerned that criminal justice should be seen to do justice.

I hold that muggers should be made to bear unpleasant consequences for their crimes; Mr O'Sullivan and I can stand shoulder to shoulder on that policy. Fear in the streets is too prevalent to permit leniency to those who spread it.

But corruption in public and corporate life is also too prevalent in American society. Standards of honour and morality are eroded by the knowledge that corporate officers and public officials are getting away with millions-dollar depredations. To let them off with the sympathetic supposition that their personal ruin should be punishment enough may be sufficient in Great Britain; it won't do in the United States.

The knowledge that the more comfortable a criminal is the less will be his punishment is the beginning of the most pernicious cynicism. The mugger is not justified in saying to himself, "He got his in his way - I'll get mine in my way." But he will say it anyway. I know - I've heard them say it.

Furthermore, it is simply not true that the white-collar criminal is mugged. Mr Thayer will serve his time and with a little help from his friends will live comfortably ever after. He may even publish his memoirs.

Yours faithfully,  
JOHN P. CONRAD  
(Visiting Fellow),  
University of Cambridge,  
Institute of Criminology,  
7 West Road,  
Cambridge,  
May 18.

### Archival heritage

From Professor P. D. A. Harvey

Sir, The letter of Mr David Dymond and others (May 6) raises a matter that is seriously worrying to all who are concerned in the preservation of historical records. Nowhere is the nation's archival heritage - and thus its history - more at risk than in its great cities.

Even where their archive services have been most fully developed these are still barely adequate to offer minimal protection to the many records of future historical value that are generated there. Now even the minimal protection is threatened: few share the implied optimism of the Bill abolishing the metropolitan counties that individual districts will voluntarily cooperate to maintain, let alone expand, existing county-wide archive services.

In no way is this a political matter. No one suspects the Government of malign intent in its failure to make what would be generally accepted as adequate provision for future archive services in these areas. It simply reflects the sadly modest resources expended on these services, so that they seem of little importance amid the many large-scale changes that are contemplated.

But their importance is not to be measured in these terms. It is not too late for this to be recognized by an amendment to the Bill, which will otherwise mark a lamentably retrograde step in British record preservation.

### Dressing down

From Mr Patrick Howarth  
Sir, Is there a reputable body concerned with civil liberties which can strike a blow on behalf of Miss Laura Davies?

According to your golf reporter (May 13), Miss Davies was fined - yes, fined - for wearing trousers deemed by someone or other to be scruffy. She was, understandably, stated to have been in tears.

It may be relevant to ask whether, if Miss Davies had refused to pay the fine and instead had flung her trousers at whoever had the impertinence to comment on them, she would have been precluded from continuing to earn her living as a professional golfer.

Yours faithfully,  
PATRICK HOWARTH,  
Les Catalanes 2 du Golf St Cyprien,  
Bathurst J 74, 66750 St Cyprien,  
France,  
May 14.

### Sinn Fein vote

From John D. Taylor, MP for Strangford and MEP for Northern Ireland (Ulster Unionist)

Sir, Because Sinn Fein did not contest the last local elections in Northern Ireland in 1981 they held no seats. This time they contested these elections and naturally won seats - a total of 59 to be precise. However, it is not seats but the share of the votes which explains the fortunes of Sinn Fein.

In the last three elections in Ulster the percentage share of the vote going to Sinn Fein has declined. In the general election of 1983 Sinn Fein had 13.40 per cent; in the European election of 1984 they fell slightly to 13.34 per cent; and now in the 1985 local elections the Sinn Fein vote has fallen even further to 11.8 per cent.

This continual slide in support for Sinn Fein underlines the reduction in alienation which is obvious to

## Creating 'real' jobs with public money

From Mr Mark Tomblin

Sir, As one of those individual taxpayers whose best interests are, in your view, being served by the present Government ("Heart of the matter", May 20), I should like to point out that I find it barely credible that, despite the plausibility of your arguments, such a piece can be written in this country in 1985.

To maintain that Thatcherite policies are coming under fire because they have not been sufficiently well explained in a suitably authoritative manner is somewhat mischievous; the facts surely suggest otherwise.

After six years of unswerving commitment ("The lady's not for turning", etc) to an economic dogma, it would have to be a singularly impertinent person who had failed to grasp the thrust of this Administration's economic thinking. Surely the current criticism stems from a growing realisation that the Government's intellectual house has been built upon the sand. Unfortunately, however, it is we, or rather the nearly two out of 10 unemployed, who have to live in it, not Mrs Thatcher and her colleagues.

The economic positives to which you refer are trivial in the face of the massive inflation which you call "managed change". Perhaps you could explain why a government can deflate the economy (the effect of so-called monetarism) but somehow or other be absolved of all responsibility for its inflation?

The often-heard contention that public money cannot create "real" jobs surely supposes that first, every pound of public money spent in investment results in a pound (or more) less spent on private investment, and second, that private money has an almost moral superiority over money spent by the Government. Neither of these thoughts seems convincing.

If Government money cannot create "real" jobs, then surely the new Falklands international airport - for which this Government is only too pleased to take credit - is but a mirage, and I can at least console myself with the thought that in some mysterious way no money from my salary went towards it. Presumably we can look forward to more tax cuts if this continues.

Yours faithfully,  
MARK TOMBLIN,  
21 Chalcut Crescent, NW1,  
May 21.

### Cheers for Gatwick

From Lady Burton of Coventry

Sir, In these days when there is so much gloom and despondency from so many people who have a cheer for Gatwick? The London-Gatwick Express celebrated its first anniversary on Friday and was hailed not only as Britain's fastest growing business but a significant factor in accelerated growth at Gatwick Airport.

The London Victoria/Airport route increased traffic by 38 per cent and revenue by 52 per cent in its first year. Your Transport Editor tells us (May 18) that Gatwick's attraction to airlines has greatly increased and that a number of airlines, including Lufthansa and KLM, are planning to start new services there.

Gatwick has the potential and the space to be a great hub-and-spoke airport with, even now, traffic growing at the rate of about a million passengers a year.

Sir, must we really see all this placed in jeopardy by the refusal to lay down a second runway; apart from anything else, can we afford to?

Yours faithfully,  
BURTON OF COVENTRY,  
House of Lords,  
May 19.

### A Rolls in Russia

From Commander A. T. Rees, RN (ret)

Sir, With reference to page 5 of *The Times* of today's date and the photograph thereof of a Rolls-Royce Silver Ghost, your reporter Royce Boyer should visit the Lenin Museum in Moscow, where he will find a beautifully preserved Rolls-Royce which, so our guide told us, was presented to Lenin by the company in 1921 and was used by him frequently.

### Policy on pensions

From the President of the Institute of Actuaries

Sir, The article by Sarah Hogg on State pensions (May 20) provides a penetrating summary of the current position. It is important to note, however, that the costs of Serps (State earnings-related pension scheme), as published by the Government Actuary in 1975, and again in 1982, do not differ significantly from those quoted in the article using the current calculations from the Institute of Fiscal Studies.

### What has changed over the

decade, however, is the willingness of the workforce to shoulder the burdens that were clearly recognised in 1975 and to accept the benefit transfers implied by the scheme. This new-found reluctance may well be linked, in turn, with the sluggish performance of the economy compared with expectations a decade ago, and it is surely this feature that has primarily forced a fundamental re-think of the scheme.

Yours faithfully,  
PETER G. MOORE, President,  
Institute of Actuaries,  
Staple Inn Hall,  
High Holborn, WC1,  
May 21.

What has changed over the decade, however, is the willingness of the workforce to shoulder the burdens that were clearly recognised in 1975 and to accept the benefit transfers implied by the scheme. This new-found reluctance may well be linked, in turn, with the sluggish performance of the economy compared with expectations a decade ago, and it is surely this feature that has primarily forced a fundamental re-think of the scheme.

Yours faithfully,  
PETER G. MOORE, President,  
Institute of Actuaries,  
Staple Inn Hall,  
High Holborn, WC1,  
May 21.

What has changed over the decade, however, is the willingness of the workforce to shoulder the burdens that were clearly recognised in 1975 and to accept the benefit transfers implied by the scheme. This new-found reluctance may well be linked, in turn, with the sluggish performance of the economy compared with expectations a decade ago, and it is surely this feature that has primarily forced a fundamental re-think of the scheme.

Yours faithfully,  
PETER G. MOORE, President,  
Institute of Actuaries,  
Staple Inn Hall,  
High Holborn, WC1,  
May 21.

Of course we must keep internationally competitive, secure as much growth as possible and check inflation as a social as well as an economic evil; but if we want to cure mass unemployment we must confront it directly.

The second illusion is that this cannot be done without untoward side-effects, that the demand for labour cannot be increased by governmental action without incurring inflation, either through the classical economic consequence of enlarging the money supply or by letting loose wage-inflation.

The latter result is not a compelling danger when, even if present unemployment were halved, some two million men and women would still be seeking work at the going level of wages, provided that the demand for labour were not greatly stimulated in areas of kinds of skill where there are bottlenecks in its supply.

As for the possible inflationary consequence, it all depends on where the increased demand is directed. The figures set out by Gavyn Davies and David Mervin in their article in *The Times* of April 9, of the PSBR cost per person removed from the unemployment count by various ways of using Government money, may be questioned in detail but their broad thrust accords with common observation.

They show that an extra £1,000 million spent on the Community Programme, for instance, could take 450,000 off the register, whereas if used to raise current expenditure on health it would create only 22,000 jobs; that twice as many jobs would be created if it were spent on housing than if it were spent on roads, three times as many if it were used for current spending on health, education and local government services; and that in terms of cutting unemployment the most wasteful and ineffective way of disposing of such a sum would be cuts in taxation.

The special employment measures like the Community Programme may soon reach the boundaries of administrative capacity, skilled back-up and other limiting factors, and in any case they offer no permanent or progressive solution.

Otherwise, the proper direction of budgetary policy in the interest of employment is plain: deferment of tax cuts, an enlarged housing programme, a smaller increase for roads, much more for current spending on education and the health service, relaxation of limits on local authority spending in other labour-intensive directions.

The fact that Government policy has been in most respects the opposite must be held responsible for a large fraction of present excess unemployment.

Yours faithfully,  
H. V. HODSON,  
23 Cadogan Lane, SW1,  
May 22.

### Cheers for Gatwick

From Lady Burton of Coventry

Sir, In these days when there is so much gloom and despondency from so many people who have a cheer for Gatwick? The London-Gatwick Express celebrated its first anniversary on Friday and was hailed not only as Britain's fastest growing business but a significant factor in accelerated growth at Gatwick Airport.

The London Victoria/Airport route increased traffic by 38 per cent and revenue by 52 per cent in its first year. Your Transport Editor tells us (May 18) that Gatwick's attraction to airlines has greatly increased and that a number of airlines, including Lufthansa and KLM, are planning to start new services there.

Gatwick has the potential and the space to be a great hub-and-spoke airport with, even now, traffic growing at the rate of about a million passengers a year.

Sir, must we really see all this placed in jeopardy by the refusal to lay down a second runway; apart from anything else, can we afford to?

Yours faithfully,  
BURTON OF COVENTRY,  
House of Lords,  
May 19.

### A Rolls in Russia

From Commander A. T. Rees, RN (ret)

Sir, With reference to page 5 of *The Times* of today's date and the photograph thereof of a Rolls-Royce Silver Ghost, your reporter Royce Boyer should visit the Lenin Museum in Moscow, where he will find a beautifully preserved Rolls-Royce which, so our guide told us, was presented to Lenin by the company in 1921 and was used by him frequently.

### Policy on pensions

From the President of the Institute of Actuaries

Sir, The article by Sarah Hogg on State pensions (May 20) provides a penetrating summary of the current position. It is important to note, however, that the costs of Serps (State earnings-related pension scheme), as published by the Government Actuary in 1975, and again in 1982, do not differ significantly from those quoted in the article using the current calculations from the Institute of Fiscal Studies.

### What has changed over the

decade, however, is the willingness of the workforce to shoulder the burdens that were clearly recognised in 1975 and to accept the benefit transfers implied by the scheme. This new-found reluctance may well be linked, in turn, with the sluggish performance of the economy compared with expectations a decade ago, and it is surely this feature that has primarily forced a fundamental re-think of the scheme.

Yours faithfully,  
PETER G. MOORE, President,  
Institute of Actuaries,  
Staple Inn Hall,  
High Holborn, WC1,  
May 21.

What has changed over the decade, however, is the willingness of the workforce to shoulder the burdens that were clearly recognised in 1975 and to accept the benefit transfers implied by the scheme. This new-found reluctance may well be linked, in turn, with the sluggish performance of the economy compared with expectations a decade ago, and it is surely this feature that has primarily forced a fundamental re-think of the scheme.

Yours faithfully,  
PETER G. MOORE, President,  
Institute of Actuaries,  
Staple Inn Hall,  
High Holborn, WC1,  
May 21.



P.O. Box 7, 200 Gray's Inn Road, London WC1X 8EZ. Telephone: 01-837 1234

## ON THIS DAY

MAY 23 1927

Charles Lindbergh was the first person to fly the Atlantic solo. The first non-stop flight had been made by the British, Alcock and Brown, June 14-15, 1919 in a Vickers Vimy. Colonel Lindbergh died in 1974 aged 72.

## NEW YORK-PARIS FLIGHT

### CAPT. LINDBERGH'S LONE VOYAGE

(FROM OUR OWN CORRESPONDENT)

PARIS, May 22

Captain Charles Lindbergh, who left New York just before 8 o'clock on Friday morning alone in his Ryan monoplane (220hp Wright "Whirlwind" engine) "Spirit of Saint Louis", on a non-stop flight to Paris, reached Le Bourget aerodrome at 10.30 last night. The distance covered was approximately 3,500 miles and the flight took 33½ hours.

The story of his flight has now been told by him with the same quiet smiling simplicity that seems to have marked his preparation. He arrived at Le Bourget with sufficient petrol in his tank to have taken him on half across Central Europe at least. He seemed more interested in this - which he appeared to regard as a blot on his calculations - than in the successful issue of his amazing feat.

The flight itself he considered a monotonous experience, and he attached no immediate scientific value to it, though technically it had kept him at full stretch. He did not quite finish his slender store of provisions, he drank nothing but water, and his chief sensation on arriving was that he was most amazingly thirsty. Sleep interested him less, and he was ready enough to talk in his tongue-tied way. French experts who went over his elements of navigation, and his almost primitive use of instruments were astounded at his luck and his courage. They credited him with something of the instinct of a humming pigeon.

Throughout yesterday afternoon crowds collected outside Paris newspaper offices to watch for news of his progress among the telegrams the French newspapers habitually post up in their windows. . . . It was not until the latter part of the afternoon that the first telegram, with a heavy deadline, reported him as crossing the south-west corner of Ireland, flying high and fast. The effect was electrical. The streets suddenly became crowded with people crying, "Vive Lindbergh!" Soon afterwards the news was flashed that the aeroplane had been sighted by the ketch Saint-Marc making for Cherbourg, and next by the lighthouse as crossing the coastline coming from the west at a great speed and flying very high in the direction of Paris. There could now be no doubt that Lindbergh was coming. He had done it! He would succeed! Paris cheered. Paris was now no more than 34 hours from New York. "Vive Lindbergh!"

### SCENE AT LE BOURGET

The night was calm and cloudless, with practically no wind. Long before dark the aerial lighthouse at Le Bourget was flashing, and from time to time the white flames of searchlights swept the sky. At 8 o'clock rockets and storm shells were sent up at intervals of two minutes. An hour later powerful projectors lit up the landing field as with daylight and rockets were fired every minute. At 10.10 the faint drone of an engine was heard and excitement increased. All eyes searched the darkness, but the searchlights were unable to locate the aeroplane. A few minutes later the "Spirit of Saint Louis" was observed flying at about 800ft. Captain Lindbergh announced his arrival by dropping a fuse. He circled the aerodrome three times, and, dipping carefully, made a perfect landing. The machine taxied for 100 yards and came to a standstill at the west-end of the field. The huge crowd, which had viewed this last difficult manoeuvre of a tired man with anxious eyes, gave him a roar of welcome. Brushed the strong cordon of police and soldiers easily aside, and surged over the field in a rush for the aeroplane. Barbed-wire fences and flimsy barricades were swept away, iron gates were smashed. Several people were knocked down and trampled on.

Captain Lindbergh was dragged, feet first, from his machine and only by the efforts of a few French pilots and soldiers, using their rifle butts, saved him from serious injury at the hands of the mob now completely out of control. The "Spirit of Saint Louis" suffered somewhat at the hands of souvenir hunters. In spite of the efforts of the police and soldiers, pieces of aluminium were ripped off the fuselage and the wings were badly torn. . . .

Yours faithfully,  
A. T. REES,  
35 Sea View Road,  
Broadstairs,  
Kent,  
May 20.

### Paper weight

From Mr Charles Cockburn

Sir, Bernard Levin ("All news, as long as you're fit", May 16) has chosen as his target that heavy-weight of the newspaper world, *The Times* (for which read *The Washington Post*, or any other of the better-known US daily newspapers).

However, in looking forward to the first lawsuit arising from an accident in which the sheer weight of the newspaper resulted in injury, I regret to report that Mr Levin's research has let him down. It has already happened.

In a well-reported case, heard earlier this year, a woman successfully sued the *Los Angeles Times* for the loss of her dog. Apparently, a careless delivery boy hurled the offending newspaper into her garden, whereupon it landed on the unfortunate canine, leading to its instant demise. So much for the press bounds.

Yours faithfully,  
CHARLES COCKBURN,  
1 Hamilton Road,  
Twickenham,  
Middlesex,  
May 16.

### Staff and distaff

From Mr Patrick Kemp

Sir, Perhaps "Dear Soeurs" might appeal to Mrs Walker (May 18) as an appropriate form of address, both on female and onomatopoeic grounds?

Yours faithfully,  
PATRICK KEMP,  
Round Hill Lodge,  
Hockering Road,  
Woking, Surrey,  
May 18.

What has changed over the decade, however, is the willingness of the workforce to shoulder the burdens that were clearly recognised in 1975 and to accept the benefit transfers implied by the scheme. This new-found reluctance may well be linked, in turn, with the sluggish performance of the economy compared with expectations a decade ago, and it is surely this feature that has primarily forced a fundamental re-think of the scheme.

Yours faithfully,  
PETER G. MOORE, President,  
Institute of Actuaries,  
Staple Inn Hall,  
High Holborn, WC1,  
May 21.







# FINANCE AND INDUSTRY

Executive Editor Kenneth Fleet

## Sir Terence works his magic at Debenhams

Yesterday Ralph Halpern's Burton Group made a bid of £500 million for Debenhams. Only a week ago he had declared somewhat disparagingly that "we are not convinced that Debenhams is worth its present market value of £450 million."

But Mr Halpern is not destined for a starring role in "Call My Bluff". His efforts to talk down the price of the department store chain he covets were hardly subtle, although perhaps he should not be blamed for trying. New attention will focus on his main adversary, Debenhams' chairman Robert Thornton who has tried to talk up the price of Debenhams with the suggestion that any unwelcome bidder would be met with the near-insurmountable obstacle of a management buy-out at around £600 million.

Like Mr Halpern, no doubt Mr Thornton meant what he said at the time. We must wait to see whether, like Mr Halpern, his ideas now changed. The Debenhams share price, now at the value of the Burton bid, does not seem to be taking the buy-out theory too seriously.

The deal is an ambitious one for Burton. Although the company boasts that it has 1,000 shops while Debenhams has just 67, departments stores are a breed apart. Mr Halpern believes that he can turn them into exciting emporia along the lines of those he has seen in Japan, and with Top Shop and Top Man he has demonstrated his ability to capitalize on the mood of the moment. But his ideas for Debenhams do not sound too far removed from the shop-within-a-shop scheme which Mr Thornton has already instituted at Debenhams.

It may or may not be what the shopping public wants, but the fact is that despite opening it doors to such fashionable names as Benetton and Harris Queen-sway, Debenhams still makes its profits out of its Welbeck credit operation.

Mr Halpern has been determined to buy himself some more shopping space and Debenhams would give him more than enough of that. It will also give him a massive management task and a large bill for refurbishment - exciting emporia on the Japanese lines are not conjured out of ordinary department stores by magic alone.

Enter the real winner in this saga, Sir Terence Conran, who bluffed no one. He told Debenhams that he wanted to merge his Habitat, Mothercare with them and, when Mr Thornton declined, he refused to get involved in an expensive auction. Instead, he has made an agreement with Burton to take a fifth of the Debenhams space for new shops plus an option to acquire a fifth of the Debenhams equity at the same price as Burton. He is also going to get some lucrative contracts for redesigning the stores.

His investment is costing him absolutely nothing. That comes close to magic.

## Decibels do not talk, says Fletcher

Alex Fletcher, the minister for corporate and consumer affairs, gave a warning yesterday to companies that seek salvation from unwanted takeover bids in a reference to the Monopolies and Mergers Commission that they could well be wasting their time. "It is not for me to discourage people from making representations. But I can say that I do not have a decibel counter in my office." So there are to be no more Sotheby's. More controversially, there are, it seems, to be no more references of the Royal Bank of Scotland type, where the question is whether a decision-making centre should be maintained in the regions as an alternative to expensive regional aid from taxpayers.

Indeed, the tests for reference of mergers now seem to be drawn far more tightly in practice than was expected after the Department of Trade and Industry set out its revised guidelines, putting the emphasis "primarily" on competition grounds, last July. Speaking to a finance directors' conference of the Institute for International Research yesterday, Mr Fletcher made it clear that the department is keeping to the letter of its dictum that

the MMC is not "an appropriate instrument of regional or social policy in the broader sense."

The recent reference of Scottish & Newcastle's bid for Matthew Brown is put firmly in the category of vetting the effect on regional competition of putting together a big supplier to the free brewery trade with a big local owner of tied houses.

The recent lack of intervention is certainly impressive. Of 400 possible cases in the past two years, only seven mergers have been referred and Mr Fletcher pointed to a series of big takeovers raising "issues such as conglomeracy, foreign control, gigantism, employment" that have not been referred because they did not meet this much tighter test of competition.

As the minister pointed out with some relish, the debate over competition policy has died right down, presumably because the policy has achieved greater certainty. This is all to the good. Whether the new, more certain test is effective is another matter. As the minister admitted, the six-month breathing space of an MMC investigation often galvanises a bid for company into action, to the ultimate benefit of shareholders.

"The reaction of companies such as Steelco, AE, P&O, Booker, McConnell in the last year or two, makes me wonder whether we should be making more references as a stimulus to improved efficiency and returns to shareholders." It is hard to say what would have happened in the absence of a reference in such cases, but there must be a suspicion that the market has not yet caught up with the new responsibilities for long-term thinking and evaluation that have rightly been thrust on it by a less interventionist government. Without mother, the children will need to think more for themselves.

## Compromise at the Mansion House

Mr Patrick Jenkin's decision to reject Mr Peter Palumbo's plans for a 290ft tower set in a massive square opposite the Mansion House in the heart of the City of London was entirely predictable. It appears that a typical English compromise has been reached, with the possibility of a redevelopment of the site, acquired over 20 years at a cost of £10 million by Mr Palumbo, still on the cards.

The Environment Secretary's decision may have appeased those who viewed Mr Palumbo's monument to the late Mies van der Rohe, the renowned architect, with horror but it does not answer the question as to what kind of office development is appropriate both architecturally and commercially on such a sensitive and prime site.

Only a short time ago, doubts were expressed by developers and estate agents alike over the commercial viability of such a scheme, but opinion now is that demand is still there for offices in a tower block at such a world famous location.

Much has been said about the booming office market on the fringes of the City where schemes with large dealing floors are being snapped up by the burgeoning financial conglomerates, but the strength of the market close to the Mansion House and the Bank of England is growing all the time. That being the case, Mr Jenkin will have to decide what kind of buildings he will allow on the site that will keep the conservationists and anti-tower block lobby happy.

Another type of tower block would not be out of the question from a commercial point of view. The success of City Tower in Basinghall Street, in the portfolio of Waters City of London Properties, shows that. Rents of £30 to £33 a sq ft are being reached there.

So the argument against such a development may be more aesthetic than financial. It seems unlikely that Mr Palumbo has not got an alternative scheme up his sleeve and having established the principle of redeveloping his properties, will come up with a less spectacular solution to the future of that prominent part of the Square Miles.

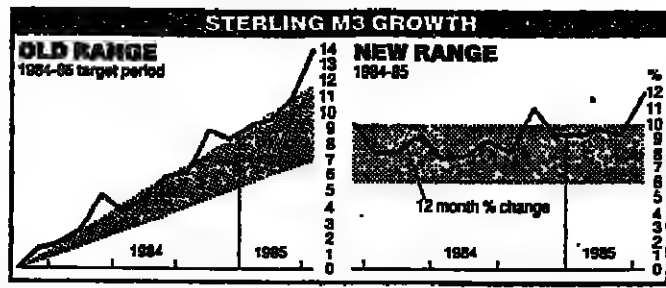
# Treasury recalculates money figures to avoid overshoots

By Sarah Hogg  
Economics Editor

The central framework of the Government's monetary policy, the system of "target ranges" for the various money aggregates, has been recalculated by the Treasury. None of the figures has been changed, but the effect will be to ease the Government's monetary policy, by making a sharp reduction in the extent to which sterling M3 appears to be overshooting the new target set by the Chancellor in the Budget.

It will generally ease the constraints on monetary growth during the critical early months of each financial year, when public borrowing is usually large.

The ranges for 1985-86 remain at 5-9 per cent for "broad money" (notably sterling M3) and 3-7 per cent for "narrow money" (notably the monetary base, or M0). Until now, however, these ranges have related to the annualized cumulative growth of these



aggregates during the target period. This tended to magnify the effect of small changes in their rates of growth during the early stages of a target period. For example, during the first two months of the new target period running from February, sterling M3 grew at an annual rate of more than 25 per cent, because of a 2.9 per cent jump in April.

M0, by contrast, is easily within range, but sterling M3 is the longest-serving monetary measure and the City has resisted the Chancellor's attempts to shift attention from it. The Treasury has hitherto

its success in monetary control each month by the increase in the monetary aggregates over the preceding year - in just the same way as the inflation figure is conventionally calculated. The increase in April 1984 to April 1985 was only 12 per cent. Although the change cannot disguise the fact that sterling M3 is above the ceiling of the Government's target, the gap is much smaller.

Towards the end of the financial year, there is little difference between the two systems, since the old one involved "annualizing" growth over almost a full 12 months.

But in the early months it makes a critical difference. If the new system had been in operation in 1984, the Government would not have been outside its range until November.

Although the new system will reduce some of its embarrassment this summer, more fundamental revision of the monetary system may be needed by the autumn.

## £55m offer for Bags by Shires

By Our City Staff

An ambitious £55 million takeover bid was launched yesterday for the British American General Trust.

Bags, as the investment trust is known in the City, has long been seen by the stock market as a potential takeover target, but the identity of yesterday's bidder, the £10 million Shires Investment Trust, took analysts by surprise. One said: "It's a bit like the fley trying to eat the elephant."

The bid was immediately rejected by Kleinwort Benson, which manages Bags, as ill-considered and wholly inadequate.

Shires has made it a condition of its offer that Bags drop plans to spend £4.2 million in shares on stakes in seven US high technology companies. Bags said it had no intention of dropping the proposal and expected to complete the deal next Thursday.

Stancastle Assets, which manages Shires, said that if the offer became unconditional, it intended to realize part or all of Bags' portfolio of investments and use the proceeds in pursuit of its own investment policy of seeking maximum income for shareholders.

Shires also said some large shareholders in Bags had indicated they intended to support the bid. The largest shareholders include Pearl Assurance, Standard Life Assurance, Legal & General Assurance and Mutual Shares Corporation of the US.

Shires is offering five of its shares, £10 nominal of 11 per cent convertible unsecured loan stock, and two Shires warrants for every £25.85 worth of stock in Bags. The stock is to be valued for the purposes of the offer at 109 per cent of the trust's net asset value. County Bank has agreed to make a cash alternative offer available worth about 95 per cent of the trust's net asset value.

## Bunzl launches £117 million conditional bid for Brammer

By Alison Eadie

Bunzl, the paper distributor and merchant, yesterday made a £117.7 million bid for Brammer, the distributor of ball bearings and electronic components, which only last week had been bought by Energy Services & Electronics, the electronic equipment rental group.

Bunzl's offer is conditional on Brammer's bid for ESE being withdrawn.

Mr John Head, chairman of Brammer, swiftly rejected Bunzl's bid, calling it "unwelcome, unsolicited, unattractive and in particular lacking in industrial logic." But Mr James White, managing director of Bunzl, said there was considerable inducement to the bid, but none to Brammer's bid for ESE, which he termed "strongly defensive".



James White: 'considerable logic to bid'

Bunzl's move was prompted by Brammer's bid, which Mr White considers "unwelcome, unsolicited, unattractive and in particular lacking in industrial logic." But Mr James White, managing director of Bunzl, said there was considerable inducement to the bid, but none to Brammer's bid for ESE, which he termed "strongly defensive".

has had its eye on ESE for a year, said there was an "excellent fit" between the two businesses, and it denied there was anything defensive about its bid.

There is also a difference of opinion between the two companies over a get-together in April, which Brammer described as a "bury the hatchet" dinner after Bunzl sold its 4.6 per cent stake in Brammer.

Bunzl made a £1.5 million profit on the disposal of its stake in March when its share price was relatively depressed.

The terms of the offer are 60 new Bunzl shares and £115 of convertible unsecured loan stock 1997 for every 100 Brammer shares, or a fully underwritten cash alternative of 370p a share. Brammer shares gained 53p to 400p, Bunzl lost 8p to 465p and ESE lost 4p to 106p.

## Spend more to promote change, says NIESR

By Our Economics Editor

A "less constricting" fiscal policy is called for by the National Institute for Economic and Social Research in its latest quarterly review, which forecasts a slowdown in economic growth in Britain to only 1.2 per cent next year, together with rising unemployment. The institute claims that its long-standing call for a "change of strategy" is now "widely supported".

However, the review also calls for "supply-side" measures to improve industrial performance, most significantly by raising school standards and improving vocational training. The review carries a special article comparing British numerical skills unfavourably with West German school attainments. Extra spending to promote change should be given the highest priority.

The new forecast, broadly supports the Treasury's projections of prospects for this year, with gross domestic product rising 3.2 per cent in real terms, and retail price inflation dropping to 5.3 per cent by the fourth quarter of 1985.

The institute has slightly lowered its forecast for consumer spending, but increased its forecast for exports this year, despite the recent rise in sterling. In 1986, however, the institute expects growth to peter out altogether, with output barely rising through the year, so that its forecast of 1.2 per cent growth between 1985 and 1986 merely reflects growth during the later months of this year.

However the institute is rather more optimistic about inflation. It is forecasting a further fall in the rate of increase in retail prices next year, as a delayed consequence of the rise in sterling, to 5 per cent.

## Profits fall at Clarke, Nickolls

By Judith Huntley

Clarke, Nickolls & Coombs, the property development and trading company which started life as Clarico, the sweets group, is paying the price of having no property dealing sales in 1984.

It is making a £500,000 provision against its 50 per cent stake in the loss-making Tom Smith Christmas cracker company, and high interest rates. Preliminary results for the year ended December 31, 1984 show a pre-tax profit of £510,613 compared with £899,719 in 1983.

The directors are recommending a final dividend of 4.2p per share. Net asset value at 175p is the same as the previous year. The company says this would have been 10 or 11p higher but for the Tom Smith losses.

Commercial property, page 21

## Gill in talks on takeover

Gill & Duffus, the commodities group, is in talks that could lead to a takeover bid. The news sent the company's shares up 40p to 192p, putting the market capitalization at around £125 million.

Tate & Lyle denied early rumours that it might be the potential bidder, and the expectation is that the interest is coming from overseas.

Gill & Duffus has suffered several setbacks in the past few years, and in 1984 failed to meet a profit forecast of £18 million made 10 months into the year. The pretax figure was £17.1 million, and analysts are predicting closer to £16 million for this year.

Over-supply in the commodity markets, particularly cocoa, are a continuing problem for the company, but its insurance broking business, Clarkson Puckle, continues to do well, and it could be attractive to a bidder looking for an all-round involvement with financial services.

## £22m Bass rise

Profits at Bass rose from £84.4 million to £106 million in the six months to April 13. Turnover was up from £1,107 million to £1,213 million, and the interim dividend has been raised from 3.3p to 3.7p.

Tempus, page 19

## Whitbread up

Whitbread's profits rose from £95.1 million to £110 million in the year to March 2. Turnover was up from £1,186 million to £1,444 million, and the final dividend has been lifted from 4.4p to 4.9p.

Tempus, page 19

The Government has given brokers firms until Tuesday to bid for the right to act as brokers in this year's sale of the Government's shareholding in British.

## Avon improves

The industrial ployer and tyre manufacturer, Avon Rubber, lifted profits from £31 million to £2.01 million in the six months to March 30. Sales rose from £90.1 million to £98.7 million, and the interim dividend is up from 2p to 2.2p.

Tempus, page 19



The £1.8 million settlement with the pop singer Gilbert O'Sullivan, above, will eventually be considerably reduced through tax relief. Management Agency and Music said yesterday.

The company announced six-month taxable profits to January 31, 1985, of £887,000, an 8.4 per cent increase on turnover 7.4 per cent higher at £16.4 million.

Arrangements for the merger with Chrysalis Group are proceeding and a circular will be sent to shareholders with the board's revised profits forecast.

## Royal Dutch Shell tops £1bn for first time

By Jeremy Warner

Royal Dutch Shell Group, the Anglo-Dutch oil combine, yesterday announced that its net income for the first quarter of this year had topped £1 billion for the first time. Net profits rose 10 per cent from £982 million to £1,084 million.

However, on a replacement cost accounting basis, net profits showed a fall from £937 million to £922 million - in marked contrast to British Petroleum which recently reported a 33 per cent first-quarter replacement cost income.

On the stock market, shares in The "Shell" Transport and Trading Company, the British arm of the oil combine, fell 4p to 716p in response to the news.

Sir Peter Baxendale, the chairman, announced the figures at the group's annual

## Innovation

A major national conference for chief executives and other senior company management, on Wednesday June 26th, at the London Tara Hotel.

At this practical, results-oriented conference, speakers who are themselves top managers, or senior academics, will present strategies which have helped enable the organisations they represent to innovate successfully by:

- Overcoming the difficulties large companies face in innovation
- Taking advantage of employees' innate creative abilities
- Exploiting the increasing pace of technological change
- Recognising the need to take advantage of technologies outside their own field

**Deloitte Haskins + Sells**  
High Technology Group  
PROFIT FROM OUR SKILLS

## TSB Bill opponents join forces

By Richard Thomson

The Bill to launch the Trustee Savings Bank on the Stock Exchange late this year or early next year has provoked new protests.

Proposals to set up a Scottish TSB Depositors' Association have been sent by a group of disgruntled depositors in the form of letters to local and national Scottish newspapers inviting other depositors to come forward.

The association will campaign for the right of TSB depositors to be consulted before legislation changes the bank from being mutually owned by its depositors to ownership by shareholders. The association intends to lobby MPs before the TSB Bill receives its first reading in the House of Commons in about a month.

Mr Robin Bennett, one of the association's steering committee members, said yesterday the Bill was a "betrayal of many years' trust and loyalty of thousands of low-income TSB depositors".

He said control of TSB Scotland should remain in Scotland.

## Allied Irish turns in £69m

Allied Irish Bank, which had to write off its entire £290 million (£74 million) investment in Insurance Corporation of Ireland, yesterday reported a virtually unchanged profit and said it was looking to make at least as much this year.

Pretax profit of £68.4 million

STOCK MARKETS	
FT Ind Ord	1020.8 (+0.7)
FT-A All Share	842.98 (+1.06)
FT Govt Securities	80.93 (+0.02)
FT-SE 100	1333.8 (-0.3)
Bargains	28,086
Dataseq USM	112.20 (+0.12)
New York	
Dow Jones	1300.62 (-9.07)
Telkey	
Nikkei Dow	12,678.57 (+23.20)
Hong Kong	
Hang Seng	1599.84 (-12.58)
Amsterdam	208.8 (+0.5)
Sydney: AO	688.2 (-9.9)
Frankfurt	
Commerzbank	1285.3 (+2.1)
Bavaria	
General	253.85 (+20.07)
Paric CAC	223.1 (+0.1)
Zurich	
SKA General	358.00 (unchanged)

GOLD	
London fixing	£317.40pm-£316.25
close	£316.50-£317
New York	Comex \$317.15

## MARKET SUMMARY

MAIN PRICE CHANGES	
RIBS:	
Gill & Duffus	190 +43
Debenhams	382 +34
Burton Grp	502 +44
Brammer	400 +53
Reed Int	570 +20
Reckitt & Colman	548 +15
Ass Brit Ports	274 +14
Tunstall Tele	300 +25
Microless	313 +43
Habitat Mothercare	380 +18
Harris Queensway	238 +10
James Finlay	147 +8
Deutsche Bank	£128 +23V
Grattan	238 +14
Pritchard Service	92 +6
John Menzies	303 +8
Thorn EMI	439 +10

CURRENCIES	
London:	
£: \$1.2657 (-0.0067)	
DM: 3.8936 (-0.0060)	
Swfr: 3.2790 (-0.0080)	
FF: 11.8925 (-0.0025)	
£: Sfr 137.35 (-1.18)	
Index: 79.3 (-0.2)	
New York:	
£: \$1.2615	
DM: 3.8700	
Index: 145.2 (-0.2)	
£: DM 1.574823	
SDR: 127.80536	

INTEREST RATES	
London:	
Bank Base: 12% - 12 1/2%	
3-month interbank: 12% - 12 1/2%	
3-month eligible bills: 11 1/2% - 11 3/4%	
buying rate	
US:	
Prime Rate: 10.00%	
Federal Fund: 7 1/4%	
3-month Treasury Bills: 7.30 - 7.26	
Long bond: 103 1/2 - 103 3/4	
yield	

FALLS:	
British Aerospace	403 -7
Burnham Oil	282 -2
Rolle and Nolan	141 -12
Telecomputing	430 -35
Times Virear	30 -2
Bristol Channel	4 -3V
Oliver Prop and Ming	50 -6







STOCK MARKET REPORT

# Burton's £500m offer starts bid fever

By Derek Pain and Pam Spooner

Takeover fever gripped the stock market yesterday. With Burton Group bidding at long last for Debenhams and other long running takeover favourites collecting bids, speculators were out in force trying to spot the next victim.

Burton's £500 million offer for Debenhams sent the shares surging 34p to 362p. Burton jumped 44p to 502p.

Buza's £117 million bid for Brammer lifted the shares 53p to 400p. Bunzl eased 8p to 465p.

Shires Investment Trust's £55 million bid for British American and General Trust added a mere 1p to the price at 111p. The Shires shares fell 13p to 221p.

And the mystery bid approach to Gilt and Duffus, the international group, sent the shares surging 45p to 190p.

Helped by the bid action the market was firm with the FT30 share index getting to within one point of its all-time peak but closing at 1,020.9 points - up just 0.7 point on the day and 3.6 points from its record. The more broadly based FT-SE share index lost early gains to close 0.3 point down at 1,333.8 point.

The stores section was in a high state of excitement following the Debenhams bid. Habitat Mothercare, which is involved in the Debenhams offer, rose 18p to 380p and Harris Queensway, nursing trading links with Debenhams and a possible party to any management buy-out put together by Mr Robert Thornton, the Debenhams chairman, gained 10p to 236p. Exam rose 9p to 187p. Great Universal Stores "A" 18p to 832p. John Menzies 8p to 303p and Gratnax, the mail order group, 14p to 238p.

Plessey shares were looking for a direction as market chat circulated ahead of today's results. Analysts had been forecasting results in a wide range, from £168 million to more than £180 million of pretax profits, but City comment became even more extreme over the past 48 hours.

Some market men feared profits about £3 million below

the worst estimates and more than £11 million down on the 1983/4 figure. But other traders heard of a possible £8 million one-off boost for Plessey profits, from settlement of a contract with British Telecom, which could take the final figure above best estimates.

The Plessey share price moved ahead after showing weakness on Tuesday, but it looked as though the gloom and doom merchants still had influence and the price was just 2p better at 174p.

At IMI, the Midlands engineering group, there was still more confusion. Tuesday's annual meeting contained comments which worried market men and left the share price weak. Worse still, many analysts had trouble getting hold of Sir Robert Clark for more details.

But both Quilter, Godson and Simon & Co. stockbrokers, had a quick line to the company. At S & C Mr Martin Jackson, an analyst, got suf-

USM dealings are due to start next Thursday in the shares of Charlie Brown Car Part Centres, which runs supermarkets and fitting centres in the north. Rensburg and Co., a provincial broker, is placing nearly 1.8 million shares at 76p. With profits forecast at £575,000, the shares are on 10.7 times prospective earnings. It is Rensburg's first move in the USM. Others are planned.

Efficient clarification from the IMI finance director to make him a strong buyer of the stock and at Quilter's Sir Robert had lunch.

Quilters also came away with a smile about current trading at IMI, and Mr Alan Coats, an analyst, is happy with his £54.5 million forecast for 1985. He also suggests that 1986 will show strong growth, making the shares a "buy".

The S & C forecast is a cautious £52.5 million for this year. By the close the IMI price was 3p better at 112p, having recovered from an early loss.

Government stocks recorded gains of up to 1/4.

## Traded option highlights

Land Securities provided excitement in the traded options market as 1,100 January 330 calls changed hands.

Two lots of 550 calls in the Land Securities Jan 330s were traded, though the price of that

contract rose just 1p to 13p by the close.

Total volume in Land Securities was 1,234, and these options combined with 1,519 volume in BT provided more than one third of total volume

Among blue chips Thorn EMI advanced 10p to 459p on talk that it was planning a bid for Sir Clive Sinclair's unquoted computer group. A Thorn spokesman said there was "no substance" to the suggestion.

Vickers was clipped 10p to 328p on profit taking but Rees International was helped 20p better at 570p on hopes that it will sell off its Sanderson offshoot.

Racal Electronics continued to benefit from a dinner this week at Scrimgeour Vickers but British Aerospace was depressed.

Temple Bar Investment Trust which is to go into the Guinness Peat stable following its £2.5 million acquisition of the trust's managers, Temple Bar Fund Managers, was unchanged at 123p.

Beers were mixed after the Bass and Whitbread figures. But, Scottish and Newcastle Breweries, arguing its case to take over Matthew Brown before the Monopolies Commission, rose 2p to 104 1/2p. The shares have climbed 12 1/2p this account.

James Woodhead, the maker of vehicle springs and suspension systems, stays firm, up 1p at 36p as the market waits for more news from IEP, the Australian group which has taken a large stake in the Yorkshire company.

Options in Woodhead were written, and a line of 25,000 shares was bought in the main market, apparently to cover the option position.

Nottingham Manufacturing, the textile group best known as a supplier to Marks and Spencer, rose 6p to 222p following a visit by analysts. Takeover hopes also keep the shares firm; Vantom Vytella is thought to be ready to make an offer.

Pritchard Services, the contract cleaning and security group, rose 6p to 92p as the shares began catching up with the rest of the market.

The Pritchard price has been weak for some time, but it looks as though last month's record profits figures are at last encouraging buyers.

The stock market index option also scored high, with 770 puts and 140 calls traded. The currency option scored a total of 478 trades. Prices of contracts again showed limited change.

## TEMPUS

# Profit surge proves Bass recipe for success

Nothing succeeds like success, according to Mr Derek Palmer, chairman of Bass and his shareholders, or excess, according to quipsters like Oscar Wilde, the remnants of the old British brewing club and London's cruel jobbers.

Bass's interim figures demonstrate yet again just how powerful Britain's leading brewer is becoming in terms of profits, growth and market share. Pretax profits have risen from £84.4 million to £106.1 million - an increase of 26 per cent - while the interim dividend goes up by 12 per cent to 3.7p. Analysts like Mr John Spicer at Greaveson Grant are disbelieving to some extent the Bass board's cautionary remarks about the second half and hoping for a full year figure of £260 million, a £50 million plus gain on 1983/84.

The jobbers reacted sharply to the tone of the Bass statement and clipped 13p off the share price, taking it down to 554p. Bayers, however, came in at this level and took the price back up to about 564p. To some extent these price movements are peripheral to the surge in the rating during May. So far this month the shares have appreciated by about 50p.

Selective data conveys part of the story. High margin lager sales now account for nearly half the group's total brewing turnover; market share of Britain's total brewing industry is now more than 21 per cent and rising.

The impact of highly-organized critical mass of capital on a relatively heterogeneous sector like brewing is proving devastating. The glimpse of cash flows provided by the profit and loss account partly amplifies this point.

After asset sales of £4.7 million on pubs, and capital spending of £120 million (£87.3 million), mainly on pubs, Bass's interest charge still fell from £10.1 million to £7.3 million.

The bad news for the rest of the sector is that Bass is still chary of seeking big diversification moves elsewhere, mainly because present returns are so high.

Whitbread reckons that the miners' strike might have cost it around £1 million, back-of-

an-envelope style. Let us hope that the company has not treated other calculations in the same careless way.

Almost as soon as Whitbread bought Buckingham of the US, the acquisition lost the rights to distribute two of its main brands, Monton Cadet wine and Finlandia vodka. As well as launching four law suits, Whitbread has written off \$15 million from the \$110 million acquisition costs. But this loss has been charged straight to reserves rather than taken through the profit and loss account.

The acquisition has contributed to a substantial increase in borrowings. Gearing has reached a historical peak of 34 per cent, despite a property revaluation which added £143 million to reserves.

Nevertheless, Whitbread is making a determined effort to make more profits from the mainstream businesses. Last year saw a good increase in profits from beer, from £55.2 million to £70.5 million, partly reflecting cost savings following the closure of the Luton brewery and partly good sales of lager. Group profits were 16 per cent ahead at £110 million.

With further benefits to come from Luton, profits should keep moving ahead.

The brewer is also confident that recent investment in restaurants will begin to pay off. The Reebater and Pizza Hut chains are doing well. And the company has great hopes of a joint venture with a Belgium company. Some new business may well fall. Whitbread had walked away from fish and chip shops and fish farming after little success.

But the big question is whether any of the new businesses can succeed if the gearing continues to rise.

Whitbread is hampered by its unpopular share structure. With that in mind, will the City be as carefree about putting up extra money if asked to do so?

Whitbread is hampered by its unpopular share structure. With that in mind, will the City be as carefree about putting up extra money if asked to do so?

Whitbread is hampered by its unpopular share structure. With that in mind, will the City be as carefree about putting up extra money if asked to do so?

Whitbread is hampered by its unpopular share structure. With that in mind, will the City be as carefree about putting up extra money if asked to do so?

Whitbread is hampered by its unpopular share structure. With that in mind, will the City be as carefree about putting up extra money if asked to do so?

Whitbread is hampered by its unpopular share structure. With that in mind, will the City be as carefree about putting up extra money if asked to do so?

Whitbread is hampered by its unpopular share structure. With that in mind, will the City be as carefree about putting up extra money if asked to do so?

Whitbread is hampered by its unpopular share structure. With that in mind, will the City be as carefree about putting up extra money if asked to do so?

Whitbread is hampered by its unpopular share structure. With that in mind, will the City be as carefree about putting up extra money if asked to do so?

Whitbread is hampered by its unpopular share structure. With that in mind, will the City be as carefree about putting up extra money if asked to do so?

Whitbread is hampered by its unpopular share structure. With that in mind, will the City be as carefree about putting up extra money if asked to do so?

Whitbread is hampered by its unpopular share structure. With that in mind, will the City be as carefree about putting up extra money if asked to do so?

Whitbread is hampered by its unpopular share structure. With that in mind, will the City be as carefree about putting up extra money if asked to do so?

Whitbread is hampered by its unpopular share structure. With that in mind, will the City be as carefree about putting up extra money if asked to do so?

Whitbread is hampered by its unpopular share structure. With that in mind, will the City be as carefree about putting up extra money if asked to do so?

Whitbread is hampered by its unpopular share structure. With that in mind, will the City be as carefree about putting up extra money if asked to do so?

Whitbread is hampered by its unpopular share structure. With that in mind, will the City be as carefree about putting up extra money if asked to do so?

Whitbread is hampered by its unpopular share structure. With that in mind, will the City be as carefree about putting up extra money if asked to do so?

Whitbread is hampered by its unpopular share structure. With that in mind, will the City be as carefree about putting up extra money if asked to do so?

Whitbread is hampered by its unpopular share structure. With that in mind, will the City be as carefree about putting up extra money if asked to do so?

Whitbread is hampered by its unpopular share structure. With that in mind, will the City be as carefree about putting up extra money if asked to do so?

Whitbread is hampered by its unpopular share structure. With that in mind, will the City be as carefree about putting up extra money if asked to do so?

Whitbread is hampered by its unpopular share structure. With that in mind, will the City be as carefree about putting up extra money if asked to do so?

Whitbread is hampered by its unpopular share structure. With that in mind, will the City be as carefree about putting up extra money if asked to do so?

Whitbread is hampered by its unpopular share structure. With that in mind, will the City be as carefree about putting up extra money if asked to do so?

Whitbread is hampered by its unpopular share structure. With that in mind, will the City be as carefree about putting up extra money if asked to do so?

Whitbread is hampered by its unpopular share structure. With that in mind, will the City be as carefree about putting up extra money if asked to do so?

Whitbread is hampered by its unpopular share structure. With that in mind, will the City be as carefree about putting up extra money if asked to do so?

Whitbread is hampered by its unpopular share structure. With that in mind, will the City be as carefree about putting up extra money if asked to do so?

Whitbread is hampered by its unpopular share structure. With that in mind, will the City be as carefree about putting up extra money if asked to do so?

Whitbread is hampered by its unpopular share structure. With that in mind, will the City be as carefree about putting up extra money if asked to do so?

Whitbread is hampered by its unpopular share structure. With that in mind, will the City be as carefree about putting up extra money if asked to do so?

Whitbread is hampered by its unpopular share structure. With that in mind, will the City be as carefree about putting up extra money if asked to do so?

Whitbread is hampered by its unpopular share structure. With that in mind, will the City be as carefree about putting up extra money if asked to do so?

Whitbread is hampered by its unpopular share structure. With that in mind, will the City be as carefree about putting up extra money if asked to do so?

Whitbread is hampered by its unpopular share structure. With that in mind, will the City be as carefree about putting up extra money if asked to do so?

Whitbread is hampered by its unpopular share structure. With that in mind, will the City be as carefree about putting up extra money if asked to do so?

## Base Lending Rates

ABN Bank	12 1/2%
Adam & Company	12 1/2%
Barclays	12 1/2%
BCCI	12 1/2%
Citibank Savings	12 1/2%
Consolidated Credit	12 1/2%
Continental Trust	12 1/2%
Co-operative Bank	12 1/2%
C. Hoare & Co	12 1/2%
Lloyds Bank	12 1/2%
Midland Bank	12 1/2%
Nat Westminster	12 1/2%
TSB	12 1/2%
Williams & Glyn's	12 1/2%
Citibank NA	12 1/2%

\* Mortgage Base Rate.



The attraction is magnetic. Expanding or relocating your business? For some forced arguments contact Mike West, Bristol's Director of Economic Development, Bristol House, 21 George Road, Bristol BS1 5UY. Tel: (02) 21 2916-20 Telex: 449714 BRISDO G

## BASF Aktiengesellschaft

Copies of the 1984 annual report are available from Kleinwort, Benson Limited, 20 Fenchurch Street, London EC3P 3DB. S. G. Warburg & Co. Ltd., 30 Gresham Street, London EC2P 2EB.

BASF Aktiengesellschaft D-6700 Ludwigshafen



THIS NOTICE DOES NOT CONSTITUTE AN OFFER FOR SALE AND THE STOCKS LISTED BELOW ARE NOT AVAILABLE FOR PURCHASE DIRECT FROM THE BANK OF ENGLAND. OFFICIAL DEALINGS IN THE STOCKS ON THE STOCK EXCHANGE ARE EXPECTED TO COMMENCE ON THURSDAY, 23RD MAY 1985.

## ISSUES OF GOVERNMENT STOCK

The Bank of England announces that Her Majesty's Treasury has created on 21st May 1985, and has issued to the Bank, additional amounts as indicated of each of the Stocks listed below:

**£150 million 10 per cent TREASURY STOCK, 1992**  
**£250 million 10 1/2 per cent EXCHEQUER STOCK, 2005**

The price paid by the Bank on issue was in each case the middle market closing price of the relevant Stock on 21st May 1985 as certified by the Government Broker.

In each case, the amount issued on 21st May 1985 represents a further tranche of the relevant Stock, ranking in all respects *par passu* with that Stock and subject to the terms and conditions of its prospectus, save as to the particulars therein which related solely to the initial sale of the Stock. Copies of the prospectuses for the Stocks listed above, dated 11th November 1977 and 14th January 1985 respectively, may be obtained at the Bank of England, New Issues, Walling Street, London, EC4M 9AA.

Application has been made to the Council of The Stock Exchange for each further tranche of stock to be admitted to the Official List.

The Stocks are repayable at par, and interest is payable half-yearly, on the dates shown below:

Stock	Redemption date	Interest payment dates
10 per cent Treasury Stock, 1992	21st February 1992	21st February
10 1/2 per cent Exchequer Stock, 2005	29th September 2005	29th March 29th September

The further tranche of 10 per cent Treasury Stock, 1992 will rank for a full six months' interest on 21st August 1985. The further tranche of 10 1/2 per cent Exchequer Stock, 2005 will rank for the interest payment of £5,567.2 per cent due on 29th September 1985 on the existing Stock.

BANK OF ENGLAND LONDON

21st May 1985

# How to know your way around New York before you even get there.

## A stopover guide to New York City—because the more you know, the more you'll see.



Getting around New York City is easy—once you know the answers to some important questions, like:

How to find the Statue of Liberty? Which direction is uptown? Where to buy the tastiest hot dogs? Or what's the easiest way to get from the city back to the airports—which is where it all begins...

### Off to a great start

At the New York/New Jersey Airports, you'll find a world of conveniences. Our Red/Green Inspection System helps speed you through Customs. Banks, currency-exchange counters and multilingual airport personnel are available if you need them.

And in your arrival terminal, you'll find information desks that will provide you with helpful information about the easiest way to get into the city—and back to the airports. By bus, train, limousine or taxi.

### The art of hailing a taxi

Waving your arms and yelling "taxi, taxi" generally won't work. A cab is only available if the four-digit

**ON RADIO CALL**  
**OFF 9P62 DUTY**

number, in the center of the rooftop light, is lit up. If the light reads OFF DUTY, or ON RADIO CALL, the cab is not available. If the light is off,

the cab is occupied. Tip 15% of the fare. And use only yellow taxis which are licensed by the city of New York.

## 75p takes you almost anywhere

The "token" is your ticket aboard all city buses and subways. Purchase them at token booths in most subway stations (75p each, 90c U.S.). Buy them in quantity—to avoid long lines later.

The New York City Transit Authority has bus and subway maps available at Information Booths in Grand Central Station (42nd & Lexington Ave.) and at Pennsylvania Station (at 33rd and 7th Ave.).

## Know where the bus stops. And goes.

New York City buses offer a clean, efficient and scenic way to travel around the city. Just look for the blue and white bus-stop signs (left) on most avenues and major cross-roads.

To figure out the routes, use the city maps—or pick up a *Flash Maps Instant Guide to New York*—available at most bookstores, for £3.28. Or locate a bus-stop in the direction you're headed, and ask someone at the bus-stop for help. Just remember, buses require 75p (90c U.S.) in exact change—or you can use a token.

## Which way is uptown?

If you have trouble finding your sense of direction, just



### Where is she?

The Statue of Liberty stands on her own little island—Liberty Island. Ferry boats take you to her for £1.66—every hour from 9 a.m.—4 p.m., from Battery Park in lower Manhattan. Call bus and subway information for the best way to get there (1-718-330-1234). Or, take a taxi.

### Eating on the run

While New York has some of the world's finest restaurants, for many New Yorkers, "fast food" is a way of life—covering every cuisine imaginable. From pizza, burgers, fried chicken, and tacos—found at quick-serve, sit-down restaurants all over town—for under £5 a meal.

To sidewalk stands serving hot dogs, eggrolls, falafel, souvlaki and other ethnic specialties. To hot pretzels and frosty "eggcreams"—found only in New York. Some of the best stands are found in and around Rockefeller Center (where you can actually sit down as you eat "on-the-run" amidst lush gardens and glittering skyscrapers). The best part, however, is the price—under £1.66 for most.

### What's going on

There's always something new going on in New York City. To find out what's happening the week you get here, be sure to stop by the New York Convention & Visitors Bureau. They'll supply you with everything you need—maps, guides and

listings of events. The Bureau's two offices, open daily, are located at: 207 West 43rd St., and at 2 Columbus Circle at 59th St.

### Cash in a flash

Save time later by exchanging your money right at the airport, in your arrival terminal. Or bring U.S. dollar traveler's cheques with you. If you do run short of cash, many banks offer exchange services Monday-Friday, 9 a.m.—3 p.m. On weekends, see your hotel concierge or cashier.

## New Jersey's winning entertainment

Right across the Hudson River is New Jersey. It's the home state of the New Jersey Meadowlands—America's largest sports and entertainment complex. For information about sports events and concerts, call 1-201-935-3900. For horse racing, call 1-201-935-8500.

New Jersey is also the home of Atlantic City—America's newest casino city. Getting there is easy. Buses leave from the Port Authority Bus Terminal (at 8th Ave. & 42nd St.) every hour on the hour. Starting at 12 noon till 10 p.m., every weekend—for £19.71 round trip. The ride

## UNDER £6

Things to do in New York City for less than £6.00.

- Museums
- Observation Decks of the World Trade Center and the Empire State Building
- Carousel Ride in Central Park
- Bronx Zoo
- Radio City Music Hall Backstage Tour
- Statue of Liberty Ferry Ride
- Staten Island Ferry

takes about 2 1/2 hours. For weekday schedules call New Jersey Transit, at 1-201-762-5100.

## How to discover America

From the New York/New Jersey Airports, the rest of America is within easy reach. From Kennedy, Newark and LaGuardia Airports, you'll find more flights, and more low-fare flights to the rest of America—than from any other U.S. gateway. So now that you know a thing or two about the New York/New Jersey area—be sure to stop over on your next trip to the U.S. And be sure to bring this guide with you. Ask your travel agent about special low airfares, low-cost accommodations and tours of New York and New Jersey. Then come stopover!

All prices based on rate of exchange at time of printing.

NEW YORK/NEW JERSEY AIRPORTS Kennedy Newark LaGuardia

THE PORT AUTHORITY OF NY & NJ



# THE TIMES Portfolio

From your Portfolio card check your eight share price movements. Add them up to give you your overall total. Check this against the daily dividend figure published on this page. If it matches you have won outright or a share of the total daily prize money stated. If you are a winner follow the claim procedure on the back of your card. You must always have your card available when claiming.

No.	Company	1985 High	1985 Low	Company	Price	Chg	1985 High	1985 Low	Company	Price	Chg	1985 High	1985 Low	Company	Price	Chg	
	<b>INDUSTRIALS S-Z</b>																
1	Sebe	187.5	187.5	1	Deutsche Bank	187.5	187.5	1	Deutsche Bank	187.5	187.5	1	Deutsche Bank	187.5	187.5	1	Deutsche Bank
2	Telegraph House	187.5	187.5	2	First Nat Finance	187.5	187.5	2	First Nat Finance	187.5	187.5	2	First Nat Finance	187.5	187.5	2	First Nat Finance
3	Spartan-Sarco	187.5	187.5	3	General Post	187.5	187.5	3	General Post	187.5	187.5	3	General Post	187.5	187.5	3	General Post
4	Wood (Arthur)	187.5	187.5	4	Imperial Chemical	187.5	187.5	4	Imperial Chemical	187.5	187.5	4	Imperial Chemical	187.5	187.5	4	Imperial Chemical
5	Woods	187.5	187.5	5	Imperial Chemical	187.5	187.5	5	Imperial Chemical	187.5	187.5	5	Imperial Chemical	187.5	187.5	5	Imperial Chemical
6	Woolworth	187.5	187.5	6	Imperial Chemical	187.5	187.5	6	Imperial Chemical	187.5	187.5	6	Imperial Chemical	187.5	187.5	6	Imperial Chemical
7	Weir	187.5	187.5	7	Imperial Chemical	187.5	187.5	7	Imperial Chemical	187.5	187.5	7	Imperial Chemical	187.5	187.5	7	Imperial Chemical
8	Spencer Clark	187.5	187.5	8	Imperial Chemical	187.5	187.5	8	Imperial Chemical	187.5	187.5	8	Imperial Chemical	187.5	187.5	8	Imperial Chemical
9	TI	187.5	187.5	9	Imperial Chemical	187.5	187.5	9	Imperial Chemical	187.5	187.5	9	Imperial Chemical	187.5	187.5	9	Imperial Chemical
10	Spear & Jackson	187.5	187.5	10	Imperial Chemical	187.5	187.5	10	Imperial Chemical	187.5	187.5	10	Imperial Chemical	187.5	187.5	10	Imperial Chemical
	<b>MOTORS AND AIRCRAFT</b>																
11	AE	187.5	187.5	11	Imperial Chemical	187.5	187.5	11	Imperial Chemical	187.5	187.5	11	Imperial Chemical	187.5	187.5	11	Imperial Chemical
12	Dowty	187.5	187.5	12	Imperial Chemical	187.5	187.5	12	Imperial Chemical	187.5	187.5	12	Imperial Chemical	187.5	187.5	12	Imperial Chemical
13	Lucas	187.5	187.5	13	Imperial Chemical	187.5	187.5	13	Imperial Chemical	187.5	187.5	13	Imperial Chemical	187.5	187.5	13	Imperial Chemical
14	Flight Refuelling	187.5	187.5	14	Imperial Chemical	187.5	187.5	14	Imperial Chemical	187.5	187.5	14	Imperial Chemical	187.5	187.5	14	Imperial Chemical
15	Auto Products	187.5	187.5	15	Imperial Chemical	187.5	187.5	15	Imperial Chemical	187.5	187.5	15	Imperial Chemical	187.5	187.5	15	Imperial Chemical
16	Jaguar	187.5	187.5	16	Imperial Chemical	187.5	187.5	16	Imperial Chemical	187.5	187.5	16	Imperial Chemical	187.5	187.5	16	Imperial Chemical
17	Honda Motor	187.5	187.5	17	Imperial Chemical	187.5	187.5	17	Imperial Chemical	187.5	187.5	17	Imperial Chemical	187.5	187.5	17	Imperial Chemical
18	Ford Motor	187.5	187.5	18	Imperial Chemical	187.5	187.5	18	Imperial Chemical	187.5	187.5	18	Imperial Chemical	187.5	187.5	18	Imperial Chemical
19	General Motor	187.5	187.5	19	Imperial Chemical	187.5	187.5	19	Imperial Chemical	187.5	187.5	19	Imperial Chemical	187.5	187.5	19	Imperial Chemical
20	ERF	187.5	187.5	20	Imperial Chemical	187.5	187.5	20	Imperial Chemical	187.5	187.5	20	Imperial Chemical	187.5	187.5	20	Imperial Chemical
	<b>BANKS DISCOUNT HP</b>																
21	Allied Irish	187.5	187.5	21	Imperial Chemical	187.5	187.5	21	Imperial Chemical	187.5	187.5	21	Imperial Chemical	187.5	187.5	21	Imperial Chemical
22	HSBC	187.5	187.5	22	Imperial Chemical	187.5	187.5	22	Imperial Chemical	187.5	187.5	22	Imperial Chemical	187.5	187.5	22	Imperial Chemical
23	Smith St Aubyn	187.5	187.5	23	Imperial Chemical	187.5	187.5	23	Imperial Chemical	187.5	187.5	23	Imperial Chemical	187.5	187.5	23	Imperial Chemical
24	Com Bank Wales	187.5	187.5	24	Imperial Chemical	187.5	187.5	24	Imperial Chemical	187.5	187.5	24	Imperial Chemical	187.5	187.5	24	Imperial Chemical
25	Hambros	187.5	187.5	25	Imperial Chemical	187.5	187.5	25	Imperial Chemical	187.5	187.5	25	Imperial Chemical	187.5	187.5	25	Imperial Chemical
26	Provident	187.5	187.5	26	Imperial Chemical	187.5	187.5	26	Imperial Chemical	187.5	187.5	26	Imperial Chemical	187.5	187.5	26	Imperial Chemical
27	Brown Shipley	187.5	187.5	27	Imperial Chemical	187.5	187.5	27	Imperial Chemical	187.5	187.5	27	Imperial Chemical	187.5	187.5	27	Imperial Chemical
28	Midland	187.5	187.5	28	Imperial Chemical	187.5	187.5	28	Imperial Chemical	187.5	187.5	28	Imperial Chemical	187.5	187.5	28	Imperial Chemical
29	Guinness Post	187.5	187.5	29	Imperial Chemical	187.5	187.5	29	Imperial Chemical	187.5	187.5	29	Imperial Chemical	187.5	187.5	29	Imperial Chemical
30	Barclays	187.5	187.5	30	Imperial Chemical	187.5	187.5	30	Imperial Chemical	187.5	187.5	30	Imperial Chemical	187.5	187.5	30	Imperial Chemical
	<b>BUILDING AND ROADS</b>																
31	Lovell (VJ)	187.5	187.5	31	Imperial Chemical	187.5	187.5	31	Imperial Chemical	187.5	187.5	31	Imperial Chemical	187.5	187.5	31	Imperial Chemical
32	Taylor Woodrow	187.5	187.5	32	Imperial Chemical	187.5	187.5	32	Imperial Chemical	187.5	187.5	32	Imperial Chemical	187.5	187.5	32	Imperial Chemical
33	Mowlem (John)	187.5	187.5	33	Imperial Chemical	187.5	187.5	33	Imperial Chemical	187.5	187.5	33	Imperial Chemical	187.5	187.5	33	Imperial Chemical
34	Turner	187.5	187.5	34	Imperial Chemical	187.5	187.5	34	Imperial Chemical	187.5	187.5	34	Imperial Chemical	187.5	187.5	34	Imperial Chemical
35	Wemyss (George)	187.5	187.5	35	Imperial Chemical	187.5	187.5	35	Imperial Chemical	187.5	187.5	35	Imperial Chemical	187.5	187.5	35	Imperial Chemical
36	Wilson (Connelly)	187.5	187.5	36	Imperial Chemical	187.5	187.5	36	Imperial Chemical	187.5	187.5	36	Imperial Chemical	187.5	187.5	36	Imperial Chemical
37	Costain	187.5	187.5	37	Imperial Chemical	187.5	187.5	37	Imperial Chemical	187.5	187.5	37	Imperial Chemical	187.5	187.5	37	Imperial Chemical
38	Manders	187.5	187.5	38	Imperial Chemical	187.5	187.5	38	Imperial Chemical	187.5	187.5	38	Imperial Chemical	187.5	187.5	38	Imperial Chemical
39	Reidland	187.5	187.5	39	Imperial Chemical	187.5	187.5	39	Imperial Chemical	187.5	187.5	39	Imperial Chemical	187.5	187.5	39	Imperial Chemical
40	Meyer Int	187.5	187.5	40	Imperial Chemical	187.5	187.5	40	Imperial Chemical	187.5	187.5	40	Imperial Chemical	187.5	187.5	40	Imperial Chemical
Q Times Newspapers Limited Your Daily Total																	

Weekly Dividend						
Please make a note of your daily totals for the weekly dividend of £20,000 in Saturday's newspaper.						
MON	TUE	WED	THU	FRI	SAT	WEEKLY TOTAL

1985 High Low Stock Price Chg						
1985 High Low Stock Price Chg						
1985 High Low Stock Price Chg						

BRITISH FUNDS						
1985 High Low Stock Price Chg						
1985 High Low Stock Price Chg						

SHORTS (Under Five Years)						
1985 High Low Stock Price Chg						
1985 High Low Stock Price Chg						

FIVE TO FIFTEEN YEARS						
1985 High Low Stock Price Chg						
1985 High Low Stock Price Chg						

OVER FIFTEEN YEARS						
1985 High Low Stock Price Chg						
1985 High Low Stock Price Chg						

UNDATED						
1985 High Low Stock Price Chg						
1985 High Low Stock Price Chg						

INDEX-LINKED						
1985 High Low Stock Price Chg						
1985 High Low Stock Price Chg						

BANKS DISCOUNT HP						
1985 High Low Stock Price Chg						
1985 High Low Stock Price Chg						

BANKS DISCOUNT HP						
1985 High Low Stock Price Chg						
1985 High Low Stock Price Chg						

BANKS DISCOUNT HP						
1985 High Low Stock Price Chg						
1985 High Low Stock Price Chg						

BANKS DISCOUNT HP						
1985 High Low Stock Price Chg						
1985 High Low Stock Price Chg						

BANKS DISCOUNT HP						
1985 High Low Stock Price Chg						
1985 High Low Stock Price Chg						

BANKS DISCOUNT HP						
1985 High Low Stock Price Chg						
1985 High Low Stock Price Chg						

BANKS DISCOUNT HP						
1985 High Low Stock Price Chg						
1985 High Low Stock Price Chg						

BANKS DISCOUNT HP						
1985 High Low Stock Price Chg						
1985 High Low Stock Price Chg						

BANKS DISCOUNT HP						
1985 High Low Stock Price Chg						
1985 High Low Stock Price Chg						

BANKS DISCOUNT HP						
1985 High Low Stock Price Chg						
1985 High Low Stock Price Chg						

BANKS DISCOUNT HP						
1985 High Low Stock Price Chg						
1985 High Low Stock Price Chg						

## STOCK EXCHANGE PRICES

# Shares near peak

ACCOUNT DAYS: Dealings Began, May 13. Dealings End, May 31. Contango Day, June 3. Settlement Day, June 10. Forward bargains are permitted on two previous days.

1985 High Low Company Price Chg					1985 High Low Company Price Chg					1985 High Low Company Price Chg					1985 High Low Company Price Chg								
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg	1985	High	Low	Company	Price	Chg
19																							



**BUDGET STRATEGY**

# Sharper incentives for jobs and a purge on prices

With the Finance Bill now in its committee stages, this is an appropriate time to review the Budget strategy.

Of course, the Budget and the Finance Bill are no longer synonymous, if that ever were the case. More than is perhaps usual, this year's Budget included a wide range of measures outside the field of taxation, for example on National Insurance Contributions (NICs) and training and employment measures.

And it is particularly important this year to see the Budget proposals against the background of wider policy developments, for example Norman Fowler's reviews of social security.

The economic and financial background to the Budget was a difficult one. At home, despite steady growth and a good performance on inflation, 1984 was overshadowed by the coal strike, for which we had a heavy price in terms of lost output, jobs, increased public sector borrowing and lost confidence. That this price was worth paying, is indicated by the latest CBI survey which is strikingly optimistic, particularly on the jobs front.

Internationally, the past year has been dominated - for the most part - by the relentless surge of the dollar, which led to great turbulence on the financial markets.

Against this background I would pick out three main themes from the Budget:

First, to maintain a disciplined financial framework in order to drive inflation out of our system and ensure that economic recovery continues.

Second, to frame specific Budget measures so as to give maximum encouragement to continued growth in the number of jobs.

Third, to make further progress in reforming and simplifying the tax system.

The Budget decisions - like our response earlier this year to pressures from foreign exchange markets - and elsewhere - demonstrates our intention to maintain the right financial conditions in the economy. The targets for monetary growth are designed to secure a continuing slowdown in the underlying growth of money GDP - essential if inflation is to come down further.

The restraint of the PSBR - we are forecasting £7 billion or 2 per cent of GDP for the financial year after about 3 per cent last year - complements the monetary targets and encourages a proper balance in the economy. Decisions about the size of the public expenditure reserve reinforced the



By John Moore

In this first of a pair of articles, I intend to put the recent Budget in its macro-economic context, and explain why we have labelled it a Budget for Jobs. In the second article, I will describe the measures designed to carry forward the process of reforming and simplifying the tax structure started last year.

realism of our public expenditure plans and indicate no relaxation of our grip there; they have been welcomed by the Treasury and Civil Service Committee (TCSC) as such.

It was - thus - inevitable that our room for manoeuvre in the tax area should be less than appeared possible on the assumptions made at the time of the autumn statement. Nevertheless, the Budget in my view is an imaginative response to the problems facing the economy. It is to the detailed proposals which I now turn.

The Budget measures are designed to give maximum encouragement to enterprise and job creation, within the strategic priority of controlling inflation. In particular, it is our policy - through tax measures and other means - to improve the operation of markets and sharpen incentives.

The Government's direct role in creating jobs, of course, is essentially limited; and we cannot always expect the effects of policy initiatives to be dramatic, especially in the short-run. While Government can clear away barriers, jobs are essentially created by firms that are profitable, competitive, efficient and well-managed. This in turn requires a workforce which is skilled, adaptable and prepared to work at wages employers can afford.

Against this background the Budget measures are aimed at improving their market framework and promoting incentives in four main areas.

First, there are our proposals on training and employment. From next April, it is our intention to extend the Youth Training Scheme (YTS) to offer a two-year programme for 16-year olds. The proposal - to the cost of which employers will be

expected - to make a major contribution - is a major step towards ensuring education or training. It would bring the United Kingdom closer into line with our competitor countries.

We are also creating an additional 100,000 places for the long-term unemployed on the Community Programme (CP). The direct effects of the YTS and CP measures on unemployment is estimated at 150,000 within two years and 200,000 by the spring of 1988. And in the longer run, a higher quality workforce will be an important factor in securing improved supply performance in the economy and further growth of jobs.

Second, there are two proposals for relaxing the legislative restraints. The first involves an increase to two years in the qualifying period for unfair dismissal claims for all new employees - this provision already applies to small firms. But the more important initiative is the publication of the consultative document on the future of Wages Councils. The document covers a number of proposals for radical change, including complete abolition.

Third, we have continued our policy of raising income tax allowances by more than inflation. By historic standards income tax thresholds are very low. This is a major disincentive for the low paid. It discourages young people from starting work - and because of the overlap between the tax system and the withdrawal of means 'tested' benefits such as FAS - is one of the major causes of the poverty and unemployment traps.

In the present Budget we are proposing an increase of £200 in the single person's allowance and £300 in the married man's allowance, double the amount required by statutory index-

ation. The basic allowances are now 20 per cent higher in real terms than in the last year of the Labour Government. In 1985/86 there will be about 1.25 million fewer taxpayers than would have been the case had the 1978/79 allowances simply been indexed.

We are also helping the self-employed, who will now get income tax relief on one-half of the Class 4 National Insurance Contributions (NICs) they pay. Taken with the reduction in unincorporated businesses by £155 million in a full year. They should further assist the rapid growth in the number of the self-employed, which has increased from under 2 million in 1979 to over 2.5 million now.

Fourth - perhaps the most radical and innovative of all the Budget proposals - NICs paid both by employers and employees will be restructured and in total reduced.

The proposals will reduce, by almost £900 million in a full year - or about 2.5 per cent - the cost of employing some 8.5 million workers - earning between £35.50 (the lower earnings limit) and £130 a week. About £800 million of this cost will be recouped by abolishing the upper earnings limit (UEL) on employers. It will now cost a business £3 less each week to employ a young person or unskilled worker at just below £90 a week (a little less than half average earnings).

They will further increase the take-home pay of some 3.5 million people with earnings below £90 a week on top of the benefit of the income tax proposals described above. A single youngster on just under £90 a week will pay about £1.80 less in NICs on top of a reduction in his income tax bill of £1.15 a week - an overall increase in take-home pay of about £3 a week.

All these changes will come into effect in October. The total net cost will be about £350 million in a full year. Altogether, nearly £1.25 billion in a full year will be spent on improving the employment prospects and incentives for the those earning less than £30 a week.

These changes will have a beneficial effect on the unemployment trap, and there will be a strong incentive for employers to take on lower paid workers. How big the effects on employment will be is very difficult to forecast accurately but I believe that, building up over a period, they will be substantial (the LBS estimate of an eventual 150,000 net increase does not seem unrealistic).

The author is Financial Secretary to the Treasury.  
● The second article will appear tomorrow.

**COMMERCIAL PROPERTY**

## Mountleigh to buy Woolworth site

By Judith Huntley

The Mountleigh Group has bought the former Woolworth store in Kensington High Street, west London, opposite House of Fraser's £45 million redevelopment of the Bakers department store.

Mr Tony Clegg, chairman of Mountleigh, confirmed that the deal is about to go through, with vacant possession due in July. The 64,000 sq ft store was leased to Woolworth by the Imperial Tobacco Pension Fund, which has sold it to Mountleigh, for an undisclosed amount, through Richard Ellis.

Mountleigh intends to transform the store into a mixed retail and office development which will have an investment value of between £12 million and £15 million. The scheme will be sold on the institutional market when completed and let.

Talks are taking place with some of the large multiples about taking the 20,000 sq ft unit to be created there. A maximum of six shops will be

put into the scheme and there will be offices on the upper levels.

Mountleigh's timing looks impeccable. Not only is the House of Fraser development going ahead at last, but the Crown Estate Commissioners seem near to announcing plans for the nearby Kensington Barracks site. It is believed that Crown intends demolishing the barracks with a view to developing a speciality shopping centre.

● Hewlett-Packard, the computer company which acquired the whole of Eagle Star Properties and Cruden Developments' 130,000 sq ft office scheme at Central Square, Uxbridge, west London, has sub-let 28,000 sq ft on a short-term lease to Coopers & Lybrand, the accountant, at about £14.50 a sq ft.

Hampton & Sons acted for Hewlett-Packard and Debenham Tewson & Chinnocks acted for the accountant.

## £12m glass tower plan



London & Edinburgh Trust's Churchhill Plaza development planned next to the bus station in Basingstoke, Hampshire, will be a 15-storey blue glass tower. The scheme is being jointly developed by LET with Guinness Peat Property Services and Lovell Developments.

Lovell Construction has just won the £12.5 million contract to build the offices which will have 133,000 sq ft of space. The scheme will be financed on a non-recourse loan basis and part of LET's £13.9 million rights issue last month, will be used to provide its capital input at Basingstoke.

Most of the money raised will go to LET's 50 per cent share of the 250,000 sq ft Ropemaker Street development on the edge of the City of London which is being funded by Norwich Union on what is believed to be normal institutional terms. LET is moving from its grand headquarters in Knightsbridge, formerly the home of Lord Baden-

Powell, to 243 Knightsbridge, opposite Knightsbridge Barracks.

The building is now occupied by the Hunting Group which will soon move out of the 16,000 sq ft of space. LET has taken an assignment from Hunting Group of its lease held from the freeholders, the ICI Pension Fund, for a term of 30 years with five-year reviews.

The present rent is £18 a sq ft and LET paid a premium for the lease. The Hunting Group was advised by New England Properties while Bailey, Posner & Partners acted for LET.

**MANAGEMENT AGENCY & MUSIC P.L.C.**

**INTERIM STATEMENT**

The unaudited Profits of the Group before taxation for the six months ended 31st January 1985 amounted to £886,910 compared with £818,103 for the comparative six months last year.

	Six Months 31st January, 1985	31st January, 1984
Turnover	£16,436,249	£15,310,770
Pre-Tax Profits	886,910	818,103
Corporation Tax at 43.33% (49.33%)	384,289	395,389
Interim Dividend	502,621	422,714
Unappropriated Profit Carried Forward	233,695	233,695
Earnings per Ordinary Share	6.02p	5.06p

Your Board has today declared an interim dividend of 2.8 pence per share (1984 - 2.8p) which will be paid on 18th June 1985 to shareholders registered at the close of business on 24th May 1985.

These half year results are in line with the Board's forecast, contained in the last Annual Report, that profits for the full year were likely to be similar to those of the previous year, excluding the effect on profits of any settlement during the year of the Gilbert O'Sullivan law suit, which would of necessity have an effect on the final results. However, it is also now expected that the trading profits of the group for the full year will be somewhat lower than previously anticipated.

Shareholders will be aware that a settlement of the Gilbert O'Sullivan case was in fact effected on the 25th March at a cost to the group of approximately £1.8m, which sum should eventually be considerably reduced as the result of tax relief.

The Company is proceeding with arrangements for the proposed merger with the Chrysalis Group, and the Board will be making their revised forecast of profits in the Circular to be sent to Shareholders.

## Ottoman Bank

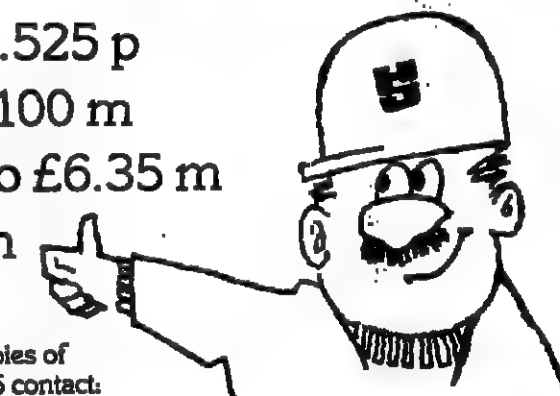
Notice is hereby given that a DIVIDEND at the rate of £5.50 per Share, voted at the General Meeting of Shareholders, held on 22nd May, 1985, will be PAYABLE on and after 12th June, 1985, in London at

**BARCLAYS BANK PLC,**  
Securities Services Department  
54 Lombard Street  
London EC3P 3AH

The Coupon to be presented is No. 112. The holders of Founders' Shares will receive an amount of £643 per whole Share payable on the same date and at the same place, against presentation of Coupon No. 55. Coupons must be listed on forms, which can be obtained on application from Barclays Bank and left for examination four clear days prior to payment.

## Wee Hew still in top gear!

- \* Dividend up to 1.525 p
- \* Turnover tops £100 m
- \* Profits up 45% to £6.35 m
- \* Cash flow £20 m



For further information and copies of Accounts to 3rd February, 1985 contact:

## Hewden/Stuart Plant Plc

135, Buchanan Street, Glasgow G1 2JA. 041-221 7331

## Another Year of Record Results from Rotaflex

YEAR TO 31 DECEMBER	1984 £000	1983 £000	% Increase
TURNOVER	41,434	30,539	36
PROFIT BEFORE TAX*	2,757	1,361	103
PROFIT ATTRIBUTABLE*	1,853	980	89
EARNINGS PER ORDINARY SHARE*	16.8p	8.4p	100
DIVIDEND PER ORDINARY SHARE	4.5p	3.2p	41

\*After prior year adjustment

"We shall continue our efforts to improve profitability and to promote growth by investing in our traditional businesses and in new complementary activities. The year ahead must be viewed with relative caution following the huge growth and profitability we have achieved...but it is true to say that we have never been better placed to face the future."

Michael Frye  
Executive Chairman

## THE ROTAFLEX BUSINESSES

Copies of the Annual Report and Accounts may be obtained from The Secretary, Rotaflex p.l.c., Concord House, 241 City Road, London EC1V 1JD

## SUN ALLIANCE INSURANCE GROUP

SUN ALLIANCE AND LONDON INSURANCE plc

### ANNUAL GENERAL MEETING

The Annual General Meeting of Sun Alliance and London Insurance plc was held yesterday at the Head Office of the Company in Bartholomew Lane, London, E.C.2.

Lord Aldington, the Chairman, presided and in addressing the Meeting stated -

"Although we do not publish quarterly results you will know that it is my custom at the Annual General Meeting to tell shareholders of our experience since the end of the year. I need hardly remind you that the estimated results for one quarter cannot be taken as a reliable indication of the outcome of the full year.

At Home, the results have been badly affected by the exceptional losses from the severe winter weather at the beginning of the year, estimated to have cost £22M, as compared with the combined Sun Alliance and Phoenix extreme weather losses of £19.5M in 1984. Motor experience was also poor and, overall, there was an increased underwriting loss from our Home business.

Despite an improvement in the U.S.A. there was a further worsening in the overseas underwriting result; in particular, Canada and Australia produced significantly heavier losses - in Australia this was largely due to the January storms and floods in Brisbane, which are estimated to have cost £3.2M.

In aggregate, the underwriting losses have exceeded our investment income and life profits and we estimate, therefore, that we have again incurred a pre-tax loss for the first quarter."

A Vote of Thanks to the Chairman, Directors and Staff was proposed by Sir Timothy Bevan.

## The Iron Trades Employers Insurance Association Limited

and its wholly-owned subsidiary

Iron Trades Mutual Insurance Company Limited

ASSETS OF THE GROUP EXCEED £445m

Group Results	1984 £m	1983 £m
PREMIUM INCOME		
Liability and Health Care	39.3	36.4
Property and Commercial Insurance	8.4	8.5
Motor and Other Personal Insurance	48.4	45.8
	96.1	90.7
UNDERWRITING RESULTS	(14.5)	(7.6)
EXCEPTIONAL LOSSES AND PROVISIONS	(6.0)	-
INVESTMENT INCOME	22.4	24.7
	1.9	17.1
TAXATION	1.1	8.8
SURPLUS FOR THE YEAR	0.8	8.3
TOTAL RESERVES	183.6	163.9

The parent company is a Mutual office and has specialised in liability insurance on behalf of its members since 1893. The Group undertakes health care insurance, which continues its steady growth, and private motor business in which we maintain a significant market presence.

The overall surplus for the year has been transferred to Free Reserves. The financial strength of the Group is reflected in Assets which exceed £445m.

**Iron Trades Insurance Group**

For a copy of our 1984 Annual Report and Accounts please contact:  
The Company Secretary  
THE IRON TRADES INSURANCE GROUP  
21/24 Grosvenor Place, London W1X 7JA

SEETHING LANE EC3  
Refurbished office suite. To let. 1516 sq ft. Available on new lease @ £26,500 pax Ref JRC/PC  
Tel: 01-806 1455

84/86 GRAY'S INN ROAD WC1  
Modern office floors. To let. 820 sq ft to 2500 sq ft Ref JRC/RH  
Tel: 01-242 0333

OFFICES - 25.08 PSF  
500 yards from Chancery Lane. Modern self-contained building. 5010 sq ft plus car parking Ref JRC/RH  
Tel: 01-242 0333

BLISSBURY  
Attractive modern office suite. 1445 sq ft to 3075 sq ft. To let @ £8.45 pax Ref JRC/RH  
Tel: 01-242 0333

MAYFAIR W1  
Self-contained suites from 1,700 sq ft to 7,000 sq ft. Short & long leases available. Ref RGP  
Tel: 01-734 1304

PARK CRESCENT W1  
Professional & Institutional offices - 6000 sq ft. Long leasehold interest. For sale at nominal ground rent. Ref RGP  
Tel: 01-734 1304

MAYFAIR, W1  
Superb air conditioned floor in refurbished period building - 1040 sq ft. New lease available @ less than £22 pax Ref RGP  
Tel: 01-734 1304

## CENTRAL LONDON OFFICES























# Today's television and radio programmes

Summaries by Peter Dear and Peter Daville

## BBC 1

- 6.00 **Casualty** AM.  
6.50 **Breakfast Time** with Frank Bough and Dabbe Greenwood. Weather at 6.55, 7.25, 7.55, 8.25 and 8.55; regional news, weather and travel at 8.57, 7.27, 7.57, 8.27 and 8.57; national and international news at 7.00, 7.30, 8.00, 8.30 and 9.00. John Craven reviews the morning newspapers at 8.37. Plus: Zoe Brown's teenage report; recipes from Glynn Christian; and Richard Smith with his 'phone-in surgery. The guest is Bill Maynard.
- 9.20 **Casualty**. 10.30 **Play School**. 10.50 **Casualty**.
- 1.00 **News After Noon** with Richard Whitmore and Moira Stuart. The weather details come from Michael Fish. 1.27 regional news (London and SE only). Financial report followed by news headlines with subtitles. 1.30 **Cambridgeshire Green**. 1.45 **Casualty**.
- 2.15 **Racing from Goodwood**. Julia Wilton introduces coverage of four races: the Hakeker Stakes (2.30); the Raine Stakes (3.00); the Sheraton Park Tower Lupa Stakes (3.30). The 4.05 race is on BBC 2. 3.53 **Regional news** (not London).
- 3.55 **Mop and Smith**. Adventures of a sheepdog and a magpie. With the voices of Timothy West and Penelope Speller. 4.10 **Two the Engine** (r). 4.30 **Benjamin** (r). 4.35 **Dogman** and the Three Musketeers.
- 4.55 **John Craven's Newswatch**. 5.05 **Blue Peter** reports from Britain's newest and unusual bird reserve - in the Sandwell Valley by the junction of the Great Midway (Casualty).
- 6.00 **News with Sue Lawley** and Nicholas Witchell. Weather.
- 6.30 **London Plus**.
- 6.50 **EastEnders**. Shingles have led Lou and Pauline pregnant and Mark still missing the family begins to feel the strain (Casualty).
- 7.30 **Tomorrow's World**. There is a report on an electrical system which might replace chlorination in cooling systems and swimming pools; news of a new device for back surfers; and the latest in mail-order shopping.
- 7.55 **Top of the Pops**, presented by Mike Read and Steve Wright.
- 8.30 **The Lenny Henry Show**. Comedy show with guests Paul Giamatti, Nigel Planer and Debbi Bishop (r).
- 9.00 **News with Julia Somerville**. Weather.
- 9.25 **Matt Houston**. The millionaire industrialist with a passion for detection meets the inebriated gang leaders of Chinatown when he investigates a mystery surrounding a shipment of art objects.
- 9.50 **Question Time**. Donald MacKinnon, a panel tonight consists of Sheila McKenna, Geraldine Stiles, and MPs David Kaufman, Ian Wigglesworth and George Younger.
- 11.15 **The Learning Machine**. In this fifth of six programmes on the pros and cons of computers in education Tim O'Shea compares BASIC with other computer languages such as LOGO, which was specifically designed with education in mind. O'Shea also tries the newer languages like Smalltalk and Prolog and talks to one of the defenders of BASIC, Charles Stannett of The Open University.
- 11.40 **Weather**.

## TV-am

- 6.15 **Good Morning Britain**, presented by Anne Diamond and Henry Kelly. News with Jayne Irving at 6.15, 6.30, 6.45, 7.00, 7.30, 8.00, 8.30 and 9.00; sport at 8.30 and 9.30; consumer report at 7.15; Popeye cartoon at 7.25; pop video at 7.55; film reviews at 8.45; and news of National Playgroup Week at 9.05. The guests include Anne Rasmussen and Barbara Carrera.

## ITV/LONDON

- 9.25 **Thames news headlines**. 9.30 **For Schools**. Pupils of Harlequin Middle School, Leeds, demonstrate a dance narrative, 9.48 Maths: narrative changes in growth. 10.05 The importance of flowers to the life-cycle of nature. 10.23 Religious education. 10.43 Anti-natal care. 11.04 How waste is disposed of. 11.24 Domestic animals. 11.55 **Rub a Dub Dub**. An animated version of Hey Diddle Diddle. 12.00 **Footlights**. Peter Davison with the story of Runaway Run. 12.10 **Moondust and Co** (r). 12.30 **The Sublime**.
- 1.00 **News at One** with Leonard Parkin. Weather. 1.20 **Thames news**. 1.30 **Falcon Crest**. 2.25 **Home Cookery Club**. The recipe for Al-Frog Breakfast. 2.30 **Play It Again**. Tony Blair in conversation with Richard Ingram. 3.00 **Takes the High Road**. The Blair learn to live without Jimmy. 3.25 **Thames news headlines**. 3.30 **Sons and Daughters**.
- 4.00 **Footlights**. A repeat of the programme shown at noon. 4.15 **Crystal Tapes** and **Alkali**. 4.20 **Wonders in London**. Debbie visits the land of 'O'. 4.40 **First Post**. Ted Robbins with letters from children panning or praising their programmes. 5.00 **Regional news**.
- 5.15 **Thames Sport** includes highlights from yesterday's football match between Finland and England.
- 5.45 **News with Carol Barnes**. Weather. 6.00 **Thames News**.
- 6.25 **Help! Vi Taylor** goes with news of Sportsline, a sports telephone information service. 6.35 **Compendium**. Nicole Freeman meets the stars of the novel. 7.00 **Emmerdale Farm**. Will Alan Turner be able to make his peace with the Sugdens?
- 7.30 **Whose Baby?** Nanette Newman, Melvyn Hayes and Bonnie Langford try to guess the identities of the parents of a selection of young people.
- 8.00 **Film: Carry On Behind** (1975) starring Carry On team. The story, such as it is, concerns a group of history students who are excavating a Roman encampment which is now a holiday caravan site. Directed by Gerald Thomas.
- 8.30 **TV Eye: Soap**. Peter-Peter reports on life today for those miners who worked throughout the strike and those who later went through the picket lines.
- 10.00 **News at Ten** with Marylin Leung and Pamela Armstrong. Weather.
- 10.30 **Shelley**. Comedy series starring Hilary Bennett as an ill graduate (r).
- 11.00 **Parents and Teenagers**. Dramatised series about the problems encountered by parents and their teenage children.
- 11.30 **Film: The Clue of the Twisted Candle** (1980) starring Bernard Lee. The junior partner of a blackmailing gang decides he wants a bigger share of the spoils and tries to get his partner to murder. Directed by Allan Davis.
- 12.35 **Night Thoughts**.



David Suchet: A Song for Europe, Channel 4, 9.30pm

● **A SONG FOR EUROPE** (Channel 4, 9.30pm) parades in the colours of fiction. And, heaven knows, even as fiction, this story of a British drugs executive, working for a Swiss-based company, sold down the river by the European Commission after committing an act of commercial espionage on their behalf (supplying documents about a price-fixing operation) is as gripping a drama as you will encounter on any otherwise bleak television night. But then comes the shock. What do we read in *The Times*? Simply that in the European Court of Justice in Luxembourg on Tuesday, hearing of evidence was completed in the case in which the former British manager of a Swiss-based pharmaceuticals company is suing the European Commission for damages after being named by the Commission as the man who provided them with

information about his company's price-fixing policies. In the "fiction" the company is fined, and unspeakable things happen to the executive and his wife. Exactly the same in real life. All in all, then, *A Song for Europe* is a remarkable piece of dramatic truth, chillingly well directed by John Goldschmidt, and offering us yet another chance to wonder at the versatility of David Suchet as the man whose principles cost him dear.

● More dramatized fact in **KHUN** (10.05) THE REED THAT BINDS (BBC2, 10.05pm) the big difference here being that in this story of a young Thai boxer who bounces back into the ring after ignorantly having to quit it, all the characters are played by the

people involved. It would be wrong to claim for David Wallace's film that it has anything like the emotional power of last week's *Global Report* about a mother's quest for her children but we really do care what happens to this plucky, family-loving youngster.

● Earlybirds get a juicy worm this morning: some first-rate reporting from Margaret Horsfield in **OUT TO THE ICE-PACK** (Radio 4, 9.30am), about the search for all inside the Arctic Circle. If Miss Horsfield did the sound recording herself, then someone is due for a pat on the back. No pat on the back, though, for whoever decided to put out the programme at 9.30am. It must be repeated, at a time when there is the audience it deserves.

Peter Daville

## CHOICE

- 5.55 **Shipping**. 6.00 **News Briefing**. Weather. 6.10 **Farming**. 6.25 **Prayer**.
- 6.30 **Today**. Including 6.30, 7.30, 8.30 News. 6.45 **Business News**. 6.55, 7.25, 8.25 **Sport**. 7.45 **Thought for the Day**. 8.57 **Weather**. Travel. 9.00 **News**.
- 9.05 **Checkpoint**. Roger Cook investigates 'bushes' and 'bushes' (r). 9.30 **Out to the Ice-Pack**. Margaret Horsfield visits an expedition to the Arctic Circle.
- 10.05 **News**. 10.15 **Medicine Now**. With Geoff Watts (r).
- 10.30 **Monday Story**. 'Coming Home' by Rose Clark. Reader: Alan Devereux.
- 10.45 **An Act of Worship?** 11.00 **News**. 11.10 **News**. The political situation in the Philippines in the light of President Marcos's regime (r).
- 11.45 **One Man and His Dog**. Part 2 of a story about a man and his dog. 11.55 **News**.
- 12.00 **News**. You and Yours. Consumer affairs. With Paddy Coleman. 12.15 **News**. 12.25 **Prayer**. 12.30 **Prayer**. 12.35 **Prayer**. 12.40 **Prayer**. 12.45 **Prayer**. 12.50 **Prayer**. 12.55 **Prayer**. 1.00 **Prayer**. 1.05 **Prayer**. 1.10 **Prayer**. 1.15 **Prayer**. 1.20 **Prayer**. 1.25 **Prayer**. 1.30 **Prayer**. 1.35 **Prayer**. 1.40 **Prayer**. 1.45 **Prayer**. 1.50 **Prayer**. 1.55 **Prayer**. 2.00 **Prayer**. 2.05 **Prayer**. 2.10 **Prayer**. 2.15 **Prayer**. 2.20 **Prayer**. 2.25 **Prayer**. 2.30 **Prayer**. 2.35 **Prayer**. 2.40 **Prayer**. 2.45 **Prayer**. 2.50 **Prayer**. 2.55 **Prayer**. 3.00 **Prayer**. 3.05 **Prayer**. 3.10 **Prayer**. 3.15 **Prayer**. 3.20 **Prayer**. 3.25 **Prayer**. 3.30 **Prayer**. 3.35 **Prayer**. 3.40 **Prayer**. 3.45 **Prayer**. 3.50 **Prayer**. 3.55 **Prayer**. 4.00 **Prayer**. 4.05 **Prayer**. 4.10 **Prayer**. 4.15 **Prayer**. 4.20 **Prayer**. 4.25 **Prayer**. 4.30 **Prayer**. 4.35 **Prayer**. 4.40 **Prayer**. 4.45 **Prayer**. 4.50 **Prayer**. 4.55 **Prayer**. 5.00 **Prayer**. 5.05 **Prayer**. 5.10 **Prayer**. 5.15 **Prayer**. 5.20 **Prayer**. 5.25 **Prayer**. 5.30 **Prayer**. 5.35 **Prayer**. 5.40 **Prayer**. 5.45 **Prayer**. 5.50 **Prayer**. 5.55 **Prayer**. 6.00 **Prayer**. 6.05 **Prayer**. 6.10 **Prayer**. 6.15 **Prayer**. 6.20 **Prayer**. 6.25 **Prayer**. 6.30 **Prayer**. 6.35 **Prayer**. 6.40 **Prayer**. 6.45 **Prayer**. 6.50 **Prayer**. 6.55 **Prayer**. 7.00 **Prayer**. 7.05 **Prayer**. 7.10 **Prayer**. 7.15 **Prayer**. 7.20 **Prayer**. 7.25 **Prayer**. 7.30 **Prayer**. 7.35 **Prayer**. 7.40 **Prayer**. 7.45 **Prayer**. 7.50 **Prayer**. 7.55 **Prayer**. 8.00 **Prayer**. 8.05 **Prayer**. 8.10 **Prayer**. 8.15 **Prayer**. 8.20 **Prayer**. 8.25 **Prayer**. 8.30 **Prayer**. 8.35 **Prayer**. 8.40 **Prayer**. 8.45 **Prayer**. 8.50 **Prayer**. 8.55 **Prayer**. 9.00 **Prayer**. 9.05 **Prayer**. 9.10 **Prayer**. 9.15 **Prayer**. 9.20 **Prayer**. 9.25 **Prayer**. 9.30 **Prayer**. 9.35 **Prayer**. 9.40 **Prayer**. 9.45 **Prayer**. 9.50 **Prayer**. 9.55 **Prayer**. 10.00 **Prayer**. 10.05 **Prayer**. 10.10 **Prayer**. 10.15 **Prayer**. 10.20 **Prayer**. 10.25 **Prayer**. 10.30 **Prayer**. 10.35 **Prayer**. 10.40 **Prayer**. 10.45 **Prayer**. 10.50 **Prayer**. 10.55 **Prayer**. 11.00 **Prayer**. 11.05 **Prayer**. 11.10 **Prayer**. 11.15 **Prayer**. 11.20 **Prayer**. 11.25 **Prayer**. 11.30 **Prayer**. 11.35 **Prayer**. 11.40 **Prayer**. 11.45 **Prayer**. 11.50 **Prayer**. 11.55 **Prayer**. 12.00 **Prayer**. 12.05 **Prayer**. 12.10 **Prayer**. 12.15 **Prayer**. 12.20 **Prayer**. 12.25 **Prayer**. 12.30 **Prayer**. 12.35 **Prayer**. 12.40 **Prayer**. 12.45 **Prayer**. 12.50 **Prayer**. 12.55 **Prayer**. 1.00 **Prayer**. 1.05 **Prayer**. 1.10 **Prayer**. 1.15 **Prayer**. 1.20 **Prayer**. 1.25 **Prayer**. 1.30 **Prayer**. 1.35 **Prayer**. 1.40 **Prayer**. 1.45 **Prayer**. 1.50 **Prayer**. 1.55 **Prayer**. 2.00 **Prayer**. 2.05 **Prayer**. 2.10 **Prayer**. 2.15 **Prayer**. 2.20 **Prayer**. 2.25 **Prayer**. 2.30 **Prayer**. 2.35 **Prayer**. 2.40 **Prayer**. 2.45 **Prayer**. 2.50 **Prayer**. 2.55 **Prayer**. 3.00 **Prayer**. 3.05 **Prayer**. 3.10 **Prayer**. 3.15 **Prayer**. 3.20 **Prayer**. 3.25 **Prayer**. 3.30 **Prayer**. 3.35 **Prayer**. 3.40 **Prayer**. 3.45 **Prayer**. 3.50 **Prayer**. 3.55 **Prayer**. 4.00 **Prayer**. 4.05 **Prayer**. 4.10 **Prayer**. 4.15 **Prayer**. 4.20 **Prayer**. 4.25 **Prayer**. 4.30 **Prayer**. 4.35 **Prayer**. 4.40 **Prayer**. 4.45 **Prayer**. 4.50 **Prayer**. 4.55 **Prayer**. 5.00 **Prayer**. 5.05 **Prayer**. 5.10 **Prayer**. 5.15 **Prayer**. 5.20 **Prayer**. 5.25 **Prayer**. 5.30 **Prayer**. 5.35 **Prayer**. 5.40 **Prayer**. 5.45 **Prayer**. 5.50 **Prayer**. 5.55 **Prayer**. 6.00 **Prayer**. 6.05 **Prayer**. 6.10 **Prayer**. 6.15 **Prayer**. 6.20 **Prayer**. 6.25 **Prayer**. 6.30 **Prayer**. 6.35 **Prayer**. 6.40 **Prayer**. 6.45 **Prayer**. 6.50 **Prayer**. 6.55 **Prayer**. 7.00 **Prayer**. 7.05 **Prayer**. 7.10 **Prayer**. 7.15 **Prayer**. 7.20 **Prayer**. 7.25 **Prayer**. 7.30 **Prayer**. 7.35 **Prayer**. 7.40 **Prayer**. 7.45 **Prayer**. 7.50 **Prayer**. 7.55 **Prayer**. 8.00 **Prayer**. 8.05 **Prayer**. 8.10 **Prayer**. 8.15 **Prayer**. 8.20 **Prayer**. 8.25 **Prayer**. 8.30 **Prayer**. 8.35 **Prayer**. 8.40 **Prayer**. 8.45 **Prayer**. 8.50 **Prayer**. 8.55 **Prayer**. 9.00 **Prayer**. 9.05 **Prayer**. 9.10 **Prayer**. 9.15 **Prayer**. 9.20 **Prayer**. 9.25 **Prayer**. 9.30 **Prayer**. 9.35 **Prayer**. 9.40 **Prayer**. 9.45 **Prayer**. 9.50 **Prayer**. 9.55 **Prayer**. 10.00 **Prayer**. 10.05 **Prayer**. 10.10 **Prayer**. 10.15 **Prayer**. 10.20 **Prayer**. 10.25 **Prayer**. 10.30 **Prayer**. 10.35 **Prayer**. 10.40 **Prayer**. 10.45 **Prayer**. 10.50 **Prayer**. 10.55 **Prayer**. 11.00 **Prayer**. 11.05 **Prayer**. 11.10 **Prayer**. 11.15 **Prayer**. 11.20 **Prayer**. 11.25 **Prayer**. 11.30 **Prayer**. 11.35 **Prayer**. 11.40 **Prayer**. 11.45 **Prayer**. 11.50 **Prayer**. 11.55 **Prayer**. 12.00 **Prayer**. 12.05 **Prayer**. 12.10 **Prayer**. 12.15 **Prayer**. 12.20 **Prayer**. 12.25 **Prayer**. 12.30 **Prayer**. 12.35 **Prayer**. 12.40 **Prayer**. 12.45 **Prayer**. 12.50 **Prayer**. 12.55 **Prayer**. 1.00 **Prayer**. 1.05 **Prayer**. 1.10 **Prayer**. 1.15 **Prayer**. 1.20 **Prayer**. 1.25 **Prayer**. 1.30 **Prayer**. 1.35 **Prayer**. 1.40 **Prayer**. 1.45 **Prayer**. 1.50 **Prayer**. 1.55 **Prayer**. 2.00 **Prayer**. 2.05 **Prayer**. 2.10 **Prayer**. 2.15 **Prayer**. 2.20 **Prayer**. 2.25 **Prayer**. 2.30 **Prayer**. 2.35 **Prayer**. 2.40 **Prayer**. 2.45 **Prayer**. 2.50 **Prayer**. 2.55 **Prayer**. 3.00 **Prayer**. 3.05 **Prayer**. 3.10 **Prayer**. 3.15 **Prayer**. 3.20 **Prayer**. 3.25 **Prayer**. 3.30 **Prayer**. 3.35 **Prayer**. 3.40 **Prayer**. 3.45 **Prayer**. 3.50 **Prayer**. 3.55 **Prayer**. 4.00 **Prayer**. 4.05 **Prayer**. 4.10 **Prayer**. 4.15 **Prayer**. 4.20 **Prayer**. 4.25 **Prayer**. 4.30 **Prayer**. 4.35 **Prayer**. 4.40 **Prayer**. 4.45 **Prayer**. 4.50 **Prayer**. 4.55 **Prayer**. 5.00 **Prayer**. 5.05 **Prayer**. 5.10 **Prayer**. 5.15 **Prayer**. 5.20 **Prayer**. 5.25 **Prayer**. 5.30 **Prayer**. 5.35 **Prayer**. 5.40 **Prayer**. 5.45 **Prayer**. 5.50 **Prayer**. 5.55 **Prayer**. 6.00 **Prayer**. 6.05 **Prayer**. 6.10 **Prayer**. 6.15 **Prayer**. 6.20 **Prayer**. 6.25 **Prayer**. 6.30 **Prayer**. 6.35 **Prayer**. 6.40 **Prayer**. 6.45 **Prayer**. 6.50 **Prayer**. 6.55 **Prayer**. 7.00 **Prayer**. 7.05 **Prayer**. 7.10 **Prayer**. 7.15 **Prayer**. 7.20 **Prayer**. 7.25 **Prayer**. 7.30 **Prayer**. 7.35 **Prayer**. 7.40 **Prayer**. 7.45 **Prayer**. 7.50 **Prayer**. 7.55 **Prayer**. 8.00 **Prayer**. 8.05 **Prayer**. 8.10 **Prayer**. 8.15 **Prayer**. 8.20 **Prayer**. 8.25 **Prayer**. 8.30 **Prayer**. 8.35 **Prayer**. 8.40 **Prayer**. 8.45 **Prayer**. 8.50 **Prayer**. 8.55 **Prayer**. 9.00 **Prayer**. 9.05 **Prayer**. 9.10 **Prayer**. 9.15 **Prayer**. 9.20 **Prayer**. 9.25 **Prayer**. 9.30 **Prayer**. 9.35 **Prayer**. 9.40 **Prayer**. 9.45 **Prayer**. 9.50 **Prayer**. 9.55 **Prayer**. 10.00 **Prayer**. 10.05 **Prayer**. 10.10 **Prayer**. 10.15 **Prayer**. 10.20 **Prayer**. 10.25 **Prayer**. 10.30 **Prayer**. 10.35 **Prayer**. 10.40 **Prayer**. 10.45 **Prayer**. 10.50 **Prayer**. 10.55 **Prayer**. 11.00 **Prayer**. 11.05 **Prayer**. 11.10 **Prayer**. 11.15 **Prayer**. 11.20 **Prayer**. 11.25 **Prayer**. 11.30 **Prayer**. 11.35 **Prayer**. 11.40 **Prayer**. 11.45 **Prayer**. 11.50 **Prayer**. 11.55 **Prayer**. 12.00 **Prayer**. 12.05 **Prayer**. 12.10 **Prayer**. 12.15 **Prayer**. 12.20 **Prayer**. 12.25 **Prayer**. 12.30 **Prayer**. 12.35 **Prayer**. 12.40 **Prayer**. 12.45 **Prayer**. 12.50 **Prayer**. 12.55 **Prayer**. 1.00 **Prayer**. 1.05 **Prayer**. 1.10 **Prayer**. 1.15 **Prayer**. 1.20 **Prayer**. 1.25 **Prayer**. 1.30 **Prayer**. 1.35 **Prayer**. 1.40 **Prayer**. 1.45 **Prayer**. 1.50 **Prayer**. 1.55 **Prayer**. 2.00 **Prayer**. 2.05 **Prayer**. 2.10 **Prayer**. 2.15 **Prayer**. 2.20 **Prayer**. 2.25 **Prayer**. 2.30 **Prayer**. 2.35 **Prayer**. 2.40 **Prayer**. 2.45 **Prayer**. 2.50 **Prayer**. 2.55 **Prayer**. 3.00 **Prayer**. 3.05 **Prayer**. 3.10 **Prayer**. 3.15 **Prayer**. 3.20 **Prayer**. 3.25 **Prayer**. 3.30 **Prayer**. 3.35 **Prayer**. 3.40 **Prayer**. 3.45 **Prayer**. 3.50 **Prayer**. 3.55 **Prayer**. 4.00 **Prayer**. 4.05 **Prayer**. 4.10 **Prayer**. 4.15 **Prayer**. 4.20 **Prayer**. 4.25 **Prayer**. 4.30 **Prayer**. 4.35 **Prayer**. 4.40 **Prayer**. 4.45 **Prayer**. 4.50 **Prayer**. 4.55 **Prayer**. 5.00 **Prayer**. 5.05 **Prayer**. 5.10 **Prayer**. 5.15 **Prayer**. 5.20 **Prayer**. 5.25 **Prayer**. 5.30 **Prayer**. 5.35 **Prayer**. 5.40 **Prayer**. 5.45 **Prayer**. 5.50 **Prayer**. 5.55 **Prayer**. 6.00 **Prayer**. 6.05 **Prayer**. 6.10 **Prayer**. 6.15 **Prayer**. 6.20 **Prayer**. 6.25 **Prayer**. 6.30 **Prayer**. 6.35 **Prayer**. 6.40 **Prayer**. 6.45 **Prayer**. 6.50 **Prayer**. 6.55 **Prayer**. 7.00 **Prayer**. 7.05 **Prayer**. 7.10 **Prayer**. 7.15 **Prayer**. 7.20 **Prayer**. 7.25 **Prayer**. 7.30 **Prayer**. 7.35 **Prayer**. 7.40 **Prayer**. 7.45 **Prayer**. 7.50 **Prayer**. 7.55 **Prayer**. 8.00 **Prayer**. 8.05 **Prayer**. 8.10 **Prayer**. 8.15 **Prayer**. 8.20 **Prayer**. 8.25 **Prayer**. 8.30 **Prayer**. 8.35 **Prayer**. 8.40 **Prayer**. 8.45 **Prayer**. 8.50 **Prayer**. 8.55 **Prayer**. 9.00 **Prayer**. 9.05 **Prayer**. 9.10 **Prayer**. 9.15 **Prayer**. 9.20 **Prayer**. 9.25 **Prayer**. 9.30 **Prayer**. 9.35 **Prayer**. 9.40 **Prayer**. 9.45 **Prayer**. 9.50 **Prayer**. 9.55 **Prayer**. 10.00 **Prayer**. 10.05 **Prayer**. 10.10 **Prayer**. 10.15 **Prayer**. 10.20 **Prayer**. 10.25 **Prayer**. 10.30 **Prayer**. 10.35 **Prayer**. 10.40 **Prayer**. 10.45 **Prayer**. 10.50 **Prayer**. 10.55 **Prayer**. 11.00 **Prayer**. 11.05 **Prayer**. 11.10 **Prayer**. 11.15 **Prayer**. 11.20 **Prayer**. 11.25 **Prayer**. 11.30 **Prayer**. 11.35 **Prayer**. 11.40 **Prayer**. 11.45 **Prayer**. 11.50 **Prayer**. 11.55 **Prayer**. 12.00 **Prayer**. 12.05 **Prayer**. 12.10 **Prayer**. 12.15 **Prayer**. 12.20 **Prayer**. 12.25 **Prayer**. 12.30 **Prayer**. 12.35 **Prayer**. 12.40 **Prayer**. 12.45 **Prayer**. 12.50 **Prayer**. 12.55 **Prayer**. 1.00 **Prayer**. 1.05 **Prayer**. 1.10 **Prayer**. 1.15 **Prayer**. 1.20 **Prayer**. 1.25 **Prayer**. 1.30 **Prayer**. 1.35 **Prayer**. 1.40 **Prayer**. 1.45 **Prayer**. 1.50 **Prayer**. 1.55 **Prayer**. 2.00 **Prayer**. 2.05 **Prayer**. 2.10 **Prayer**. 2.15 **Prayer**. 2.20 **Prayer**. 2.25 **Prayer**. 2.30 **Prayer**. 2.35 **Prayer**. 2.40 **Prayer**. 2.45 **Prayer**. 2.50 **Prayer**. 2.55 **Prayer**. 3.00 **Prayer**. 3.05 **Prayer**. 3.10 **Prayer**. 3.15 **Prayer**. 3.20 **Prayer**. 3.25 **Prayer**. 3.30 **Prayer**. 3.35 **Prayer**. 3.40 **Prayer**. 3.45 **Prayer**. 3.50 **Prayer**. 3.55 **Prayer**. 4.00 **Prayer**. 4.05 **Prayer**. 4.10 **Prayer**. 4.15 **Prayer**. 4.20 **Prayer**. 4.25 **Prayer**. 4.30 **Prayer**. 4.35 **Prayer**. 4.40 **Prayer**. 4.45 **Prayer**. 4.50 **Prayer**. 4.55 **Prayer**. 5.00 **Prayer**. 5.05 **Prayer**. 5.10 **Prayer**. 5.15 **Prayer**. 5.20 **Prayer**. 5.25 **Prayer**. 5.30 **Prayer**. 5.35 **Prayer**. 5.40 **Prayer**. 5.45 **Prayer**. 5.50 **Prayer**. 5.55 **Prayer**. 6.00 **Prayer**. 6.05 **Prayer**. 6.10 **Prayer**. 6.15 **Prayer**. 6.20 **Prayer**. 6.25 **Prayer**. 6.30 **Prayer**.







# GENERAL APPOINTMENTS

May 23, 1985

**M**any people believe that the impact of technological change means there will be only a limited number of jobs in the future and that, as a result, for social reasons this shrinking supply of jobs should be shared out as fairly as possible.

This pessimistic argument is mistaken, for two reasons. First, it ignores the economic implications of technological change. At its simplest, if 10 men who previously could make only 20 television sets a week can suddenly make 40 a week because of some advance in technology, then this will lead to an increased income for their company which will be paid out either to the workers in increased wages, or to the shareholders in higher dividends, or to the customers in reduced prices.

But whatever form it takes, it will, *ceteris paribus*, lead to an increase in consumer spending elsewhere in the economy, which will create new jobs.

Secondly, it assumes there are no unsatisfied needs or wants in our society. But this is clearly not the case. The tragedy of our present situation is that it combines a massive number of people without jobs with a large range of unmet needs. We should all like, for example, to see smaller classes in schools, or more nurses in geriatric hospitals, improved maintenance of country roads - all these are very labour-intensive.

The problem the country has to face is, therefore, due to a failure of present macroeconomic and industrial policies, and not to an inevitable decline in jobs.

There are those who argue that

the new microelectronic technologies have created an entirely new situation, although it is not clear why the impact of microelectronic technology will be qualitatively different from other kinds of technological change.

The impact of microelectronic technology on the future pattern of jobs will be very great; but in terms of its economic effects, the use of, say, expert systems for medical diagnosis will not obviously be very different from the use of welding robots in car factories, or the introduction of new kinds of ploughing in the Middle Ages.

While it is not possible to predict the future pattern, by extrapolating past trends it is possible to try to forecast the sort of jobs which will expand in number in the years ahead.

In the post war period there has been a steady decline of employment in the primary sectors, i.e. mining and agriculture. Simultaneously, however, agricultural output has gone up, so that "jobless growth" has taken place.

In the next decade it is very likely that "jobless growth" will also become firmly established in the secondary sectors, i.e. manufacturing and commerce.

Traditional large-scale manufacturing industry should not be expected to create major employment. The industry's capital-intensive character gives it high gearing ratios of output to employment, and progressive automation will increase these still further.

Small manufacturing and commercial companies will generate some employment, particularly during their start-up phase, although the total numbers of jobs created

**Technology will create jobs and work could expand in the service sector.**

**says David Owen**

may not be large. Much depends on the overall economic activity, both nationally and internationally.

According to the Department of Trade and Industry, a typical "small firm" employs about 10 people. So, to create three million jobs, 300,000 new firms would be needed - equal to the number of enterprises that already exist in Britain. The US small-business growth rate has, however, been far greater than predicted during the last decade.

Already the distribution of UK enterprise is heavily skewed towards small firms - an indication of this is that 90 per cent of all British companies have only one telephone line.

All this means we must not be afraid of creating new jobs in the service sector. To some this expansion of service jobs may seem undesirable, service jobs being inferior to manufacturing.

Firstly, it is no more than an extrapolation of past trends and many service jobs create wealth. Secondly, it is the logical way to use the wealth created from greater



productivity in manufacturing industry through skilful labour forces. An examination of the change of the components of employment in the United States and the UK between 1961 and 1983 reveals that in both countries, when the figures have been adjusted for population growth, all the growth in jobs in that period has been in the service sector.

The significant contrast between the two is that in the United States services employment has increased by far more than the decline in manufacturing. For every job lost in manufacturing, there have been three created in services (against one in the UK). Today, McDonald's employs more people than General Motors, albeit at lower wage levels.

The question is: What specific areas of the service sector are likely to grow? Again, it is instructive to look at what has happened in the past in the United States and what the US Department of Labour forecasts is going to happen in the future. The first table shows the top 10 job-creating service industries in

the United States from 1969 to 1983.

What is especially interesting is the increase in miscellaneous business and professional services, including, for instance, personnel supply, business consultants, protective services and computer and data processing services. The second table lists the forecast top 10 job creators in the United States service sector during the next five years.

If there is going to be a sizeable growth in the service sector, what policy implications does this have for government and industry?

First, the level of capital investment in the new technologies must be increased. The case for public sector investment is particularly important when there is what the OECD has called a "technological multiplier", i.e. when the secondary employment effects are not simply of the conventional type of Keynesian public works but also of the application of new technology.

This applies to communication systems and distribution networks where, for example, there is a role for public investment in the electronic and cable infrastructure necessary for the development of information technology.

Second, if employment and technological changes are going to be substantial in the future, this must mean that education and training will be a critical factor in Britain's economic performance. This is particularly true in those parts of the manufacturing and service sectors which are exposed to international competition.

The increasing impact of automation and the New Industrializing Countries (NICs) with low wages

Industry	Jobs created (1969-83)	% Growth
Medical services	2929	80
Editing and printing	2347	84
Retail trade	2063	21
Miscellaneous business services	2052	121
Wholesaling	1422	34
Miscellaneous professional services	1101	105
Banking	659	88
Education (private)	653	53
Hotels	628	50
Insurance	500	50
Total	14363	

Top ten total 6854 22% 88% % of total new service sector job creation 85.9%

Source: US Department of Labour

will mean that there are few unskilled jobs in these areas.

We need to alter the bias in British education against applied science and technology and move forward to a system of skill training which is based on standards achieved rather than time served, which is modular and which is open to adults as well as school-leavers. This should be seen as an investment and requiring extra resources.

Thirdly, it is important to realize that not all new jobs in the service sector will be high-skilled, high-value-added, high-wage jobs. Along with the professional jobs and the jobs in IT will also be a lot of traditionally lower wage jobs in areas such as fast foods, retailing and health care.

This has two critical policy implications. It is imperative not to prevent these jobs emerging by minimum wage legislation and, in addition, to generate sufficient wealth in the tradable manufacturing and service sectors to allow the

country to have public services and a better social security system which guarantee everyone a decent standard of living.

It is still the case that in probably all political parties today a large number of people can be found who believe that technology destroys jobs and there will not be enough jobs to go round in the future.

This defeatism needs to be challenged, because the reality is that the faster we adapt ourselves to the skills and opportunities of technical change, the more likely we are to be able to achieve a higher level of employment in future.

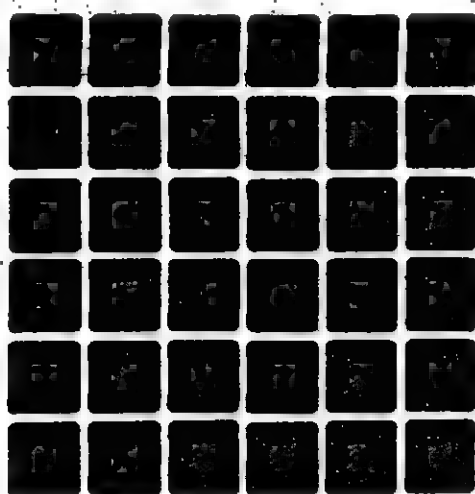
Reluctance to adapt means that with the loss of £5 billion in the oil revenue cushion in the next three years, our relative economic decline will become absolute.

*\*OECD, Employment Growth in the Context of Structural Change (Feb 1984), p9*

*Dr David Owen is leader of the Social Democratic Party*

Advertising ☎ 01-278 9161/5 Enquiries

## HONOURS GRADUATES Seeing is believing?



If you look directly at the grid, you will see a series of grey dots between the squares. They don't exist. Your eyes are being deceived by an optical illusion.

Dealing with things that are not always as they seem on the surface is an everyday part of the Tax Inspectors' work. In assessing the tax liabilities of businesses of all types and sizes they must apply their powers of analysis and perception - sometimes intuition - in reaching a fair conclusion. All part of a distinctive career of exceptional challenge and variety, which offers a structured and progressive path for the ambitious.

Through intensive training, you will develop the skills of a lawyer, advocate, accountant, investigator, negotiator and manager. Within a few months you can expect to be handling your own casework. After 3 years you will be managing a sizeable team of staff, and in due course, you should be running your own tax district.

Qualifications: Under 36 and a First or Second class honours degree or an acceptable

equivalent qualification. Final Year Students may apply.

Starting salary (under review) according to qualifications and experience from £6995 to £8625 for those aged under 26 and from £8625 to £9495 for those 26 and over. You should be earning at least £9135 after 2 years and, 3 years later, you should be on a scale rising from £12,895 to £17,485. If you fulfil your promise, you should later be on a scale rising to £21,830. Beyond this there are opportunities for further promotion to the most senior grades in the Civil Service. SALARIES HIGHER IN LONDON. Training can usually begin at an office in the area of your choice.

To find out more and for an application form write to Civil Service Commission, Alencon Link, Basingstoke, Hants, RG21 1JB, or telephone Basingstoke (0256) 468551 (answering service operates outside office hours).

Please quote ref: A/85/320/131.

The Civil Service is an equal opportunity employer

## Head of Quality and Standards in Training £20,010-£24,315

The Manpower Services Commission's Quality and Standards Branch leads the Commission's efforts to secure acceptance of objective standards of achievement as the basis for entry to jobs, movement between jobs, and within training and vocational education. In addition to encouraging development of standards of training, particularly in sectors with no such tradition, the Branch is developing, in association with validating and standard setting bodies, methodology on content, assessment and validation of performance in order to develop the Youth Training Scheme so as to increase opportunities for vocational training leading to specific qualifications.

As Head of the Branch you will be the Commission's chief quality adviser responsible to the Director of Youth Training and, through him, to the Commission for developing the Commission's general approach to standards, assessment and certification, and specifically for developing and maintaining quality and standards in the Youth Training Scheme. You will have direct responsibility for 7 multi-

disciplinary teams of professional and administrative staff and links with 9 regional Quality Advisers. You should have held a senior post in the industrial/training/educational field; have first hand experience in development/planning/direction/management of education or training programmes to meet industrial needs; have an up-to-date knowledge of curriculum and related developments relevant to Youth Training and vocational education; and have knowledge of standard setting bodies and how they operate. You should have proven management and negotiating skills and the background, status and ability to influence professional and national bodies concerned with standard setting, technical and vocational education and training, and training development.

Salary (under review): £20,010 - £24,315. The post is based in Sheffield and is for a period of 3 years initially with a possibility of extension or conversion to a permanent appointment. Local or secondment will be considered. For further details and an application form (to be returned by 11 June 1985) write to Civil Service Commission, Alencon Link, Basingstoke, Hants, RG21 1JB, or telephone Basingstoke (0256) 468551 (answering service operates outside office hours). Please quote ref: G/85/42.

The Civil Service is an equal opportunity employer

Manpower Services Commission

## Distribution is expanding. Are you taking stock?

The last few years have seen a major increase in the awareness of distribution's vital contribution to corporate success and profit. In response to this increasing importance, Coopers & Lybrand Associates is rapidly expanding its Distribution Consultancy Group in a number of regional centres.

The group's activities encompass a wide range of capabilities reflected in its spectrum of assignments. Much of our activity consists of aiding our clients in the re-planning of their distribution strategy and frequently in the implementation of that strategy. We have helped many distributors to establish computer-based systems to manage all stages of distribution from supply management through to final customer delivery. As a result, we have developed a practical and user-oriented approach to the implementation of modern, fully integrated systems. The growth of advanced manufacturing technology, warehouse automation and computerised distribution control has equally led to us specialising in high-tech systems applications.

Clearly, we demand a unique blend of strategic thought and practical ability from our management consultants. Applicants should already possess a wide experience of distribution or transport management with specialised knowledge in at least one of these disciplines: Distribution Strategy; Systems Implementation; Materials Handling Technology; Inventory Management; Warehouse Design and Control; Transportation and Fleet Assessment; Retail or Wholesale Distribution. You should also be a graduate aged 26-35 and, depending on experience, will receive a remuneration package of up to £28,000.

One of our unique strengths is a strong regional base, which enables us to respond quickly to a variety of client needs. Therefore please send your career résumé, including a daytime telephone number, to one of the following Coopers & Lybrand Associates offices, quoting ref. T103/1.

Malcolm Fraser-Urquhart, Fleetway House, 25 Farringdon Street, London EC4A 4HD.  
Graham Perkin, 43 Temple Row, Birmingham B2 5JT.  
Tom Curtill, St James's House, Charlotte Street, Manchester M1 4DZ.  
Paul Tuthill, Nelson House, Rupert Street, Bristol BS1 2QA.  
Ray Jewitt, Scottish Mutual House, Park Row, Leeds LS1 5JG.  
John Yeomans, Mount Pleasant House, 2 Mount Pleasant, Cambridge CB3 0BL.  
Stuart Daughters, Bridewell House, 6 Greyfriars Road, Reading RG1 1JG.

Coopers & Lybrand

For business committed to growth.

### OVERSEAS MEDICAL RECRUITMENT EXECUTIVE CONSULTANT

Rand Medical Recruitment International invites applications for a post of Executive Consultant at their Central London Office. Previous recruitment and interviewing experience advantageous. Successful candidate will have responsibility for recruitment and selection of personnel (including nurses and paramedics) to overseas hospitals and clients. Post might suit an SRN, or an Administrator with experience in Personnel Recruitment. Candidates must be suitably motivated; possess dynamic and enthusiastic approach; exercise initiative and tact; and establish good relationships with both clients and candidates. Salary negotiable, according to qualifications and experience. Applications, with detailed CVs, should be submitted as early as possible to: Mr Basil Wheeler, Rand Medical Recruitment International Ltd, 37/38 Margaret Street, London W1B 1PD. Tel: 01-491-1385

### PERSONNEL £15,000

As Personnel Officer in this leading Professional City company, you will be given complete responsibility for the personnel and recruitment functions for over 200 people. Previous personnel management experience, and a degree level standard of education will give you the confidence to make decisions and to run your own department without supervision. An outgoing but approachable manner and the ability to relate effectively to people at every level are essential for this management position. Age 27-35. City Office 01-728 8491 ANGELA MORTIMER

### International Oil Service Company

### GEOSERVICES

Is presently recruiting suitable graduate personnel for its mud logging department. A degree in geology or electrical/electronic engineering is preferred although candidates with HND in electrical engineering will be considered. Interviews will be held in London on 29 and 30 May, 1985.

Please reply to: Thelma Paterson Personnel Department, Geoservices, Unit F 34 Wellheads Industrial Centre, Dyce, Aberdeen.







# GENERAL APPOINTMENTS ☎ 01-278 9161/5

## MARKETING MANAGER

BMW After Sales Service,  
Parts & Accessories  
c.£18,000 + bonus + BMW car

BMW is one of the classic stories of success in UK marketing over the last few years. High profile and penetrating strategies have been applied across the full range of cars, motor cycles and marine engines; products reflecting the quality and technology for which the company is renowned. Now, with extremely impressive results, we are poised for further expansion and development.

Following an internal career move, an outstanding opportunity has arisen to join the small team of marketing professionals at our Bracknell headquarters. Reporting to the UK Marketing Manager, you will take full responsibility for a specific and key area of the marketing programme as well as contributing generally to the achievement of overall goals.

Supported by two Executives, your primary objective will be to develop and implement strategies and programmes in the areas of service, parts and accessories. The brief includes substantial quantitative goals, as well as the vital aim of cementing customers' brand loyalty. You will be expected to apply the full range of marketing techniques in promoting the value and quality of BMW service and parts, and in developing further 'products' which will ensure ever-increasing levels of customer satisfaction. The development of close and effective working links with senior specialists within BMW, with dealers, and with above- and below-the-line agencies will be essential. The control of a substantial promotional budget is a further key task.

Your background must include thorough training and experience in a sophisticated marketing environment and proven success in marketing high quality products and/or services. Motor industry experience, though useful, is not essential. Exceptional communications and presentation skills are among the personal qualities expected. The preferred age range is 27-35.

The salary, bonus and BMW car are supported by a good benefits package including generous assistance with relocation if appropriate. Perhaps the greatest attraction, however, is the prospect of career development with one of the world's foremost prestige car companies.

Please telephone Bracknell (0344) 480270 for an application form. Alternatively, send a full cv to: Elisabeth Long, Personnel Manager, BMW (GB) Limited, Elstfield Avenue, Bracknell, Berkshire RG12 4TA. Please quote ref: ASPM/ENL/T T



BMW (GB) LIMITED

## Commissioning Engineers

The National Nuclear Corporation Limited is engaged in the construction of Heysham Stage II and Torness Nuclear Power Stations, and vacancies exist for experienced Commissioning Engineers in mechanical, electrical and instrumentation disciplines.

All applicants should be qualified to degree standard with several years of site commissioning experience in one or more of the following areas:

### MECHANICAL

- Heavy rotating plant and steam equipment
- Heat transfer, design of process and hydraulic systems
- Mechanical handling and electro-mechanical mechanisms

### ELECTRICAL

- Light electrical control, relay logic and ladder systems
- Real time computing

### CONTROL AND INSTRUMENTATION

- General instrumentation for gas pressure, temperature, flow, chemical analysis and radionics
- Electro and pneumatic control systems

Successful candidates will spend a period of time at the Company's headquarters in Knutsford, Cheshire, prior to being posted to one of the two site locations.

### RELOCATION

If there is a need to relocate your home, the Company will pay estate agents and legal fees on house sale and purchase, plus removal costs.

### REMUNERATION

Attractive salaries will be offered, according to age and experience, in addition to pension and other benefits.

To apply, please write or telephone (STD 0925 5129) ext. 288/337 for an application form stating ref. no. R09/UT to:

Mr. K. A. Sykes, National Nuclear Corporation, Warrington Road, Riley, Cheshire, WA3 6BZ

**NNC**

National Nuclear Corporation Limited

## Campus Finance Officer

Academic and research institute  
Salary circa £18,000

Our client is a commercially-minded and expanding academic and high technology research institute providing advanced teaching and applied research in a wide variety of disciplines to manufacturing and other industries in the UK and internationally.

It has recently undergone a major management reorganisation which has created the need for a senior accountant to be based at its main campus with responsibility to the general manager for the fully computerised management and financial information systems covering all activities on that campus. The continued expansion of the institute could well give rise to future promotion opportunities.

Applicants should be qualified accountants, preferably graduates, with commercial controllership experience. Substantial experience of computerised systems is essential as is the ability to manage and develop a sizeable staff. An appreciation of the special problems of an academic and research institute would be useful. The location is in Central England.

Please send full career details to Douglas G. Mizon quoting reference T/645/M at Ernst & Whinney Management Consultants, Becker House, 1 Lambeth Palace Road, London SE1 7EU.

**EW** Ernst & Whinney

## Commercial Business Development Managers

# FOR AMBITIOUS AIB's THE REWARDS ARE MORE THAN JUST FINANCIAL

c£17,500 + car + benefits

TSB Bank is poised for a major expansion in the growing market sector of commercial banking. With the flotation of the TSB Group now imminent and interest among City and private investors mounting, there could hardly be a better time for ambitious AIB's to join us. We require marketing and business development oriented bankers to spearhead a new commercial lending drive. Your main market area will be small to medium size companies. The aim is to identify sound lending opportunities that will lead to further business, either self generated or introduced by the 25 or so TSB Bank branches in your area. Detailed technical support will be provided by central resources.

This potentially lucrative market requires strong inter-personal skills, highly professional standards and the ability to integrate other TSB services where appropriate. Candidates

## England & Wales

should be ambitious men and women ideally with joint-stock banking experience. Promotion could arise anywhere in the UK. Mobility is therefore essential.

A very attractive salary is supported by the usual valuable banking benefits and a car. Beyond this, the work is varied, stimulating and there is the unequalled satisfaction of personally helping businesses to succeed. If you would like to invest your talent in the TSB England and Wales please send a request for an application form or send a full CV to: Mr C. P. Allison, Development and Training Manager, TSB England and Wales, P.O. Box 99, St. Mary's Court, 100 Lower Thames Street, London EC3R 6AQ.

Closing date for applications is 30th May 1985.

Previous applicants need not reapply.



Build on your growing success in chemicals with the UK subsidiary of a substantial international group, committed to the provision of innovative solutions to its customers' products and process development needs in

## Surface Chemistry

Applications to c.£14,000 + car

Join an agreeable and competent team, committed to the achievement of further significant growth in sales which are already rising in educated marketplaces - industrial cleaning, toiletries/household products, energy, metalworking, paper/viscose, agrochemicals. Use your listening skills and thorough understanding of technical opportunities as the key to the maintenance and improvement of mutually profitable customer relations - and to the development of your own career.

Male or female, a graduate in Chemistry/Chemical Engineering or a related discipline - probably 25 to 40+ and working with surfactants in a technical development, sales or product management role, you are looking for a field-based opportunity in the South of England with an organisation whose business is growing fast and whose management development goals are clearly defined and achievable.

Success, comprehensive CV please, or telephone Roger Stephens, who is advising, for a brief initial discussion. Ref 852L

**Roger Stephens & Associates**

Management Search • Selection • Development  
Dolphin Yard, 110 Hollywell Hill, St. Albans, Hertfordshire AL1 1BZ  
Telephone: St. Albans (0772) 37474

## Helping the public sector to £25,000 + car

Peat Marwick Management Consultants are helping a wide variety of public sector clients to build for the future. We work for central and local government, nationalised industries, development corporations, health authorities, universities and a large number of other public sector bodies.

Due to continuing expansion our Public Sector Group is looking for first class people who can handle challenging assignments in policy analysis, organisational and financial planning, systems design and implementation or management reviews.

If you are aged between 25 and 35, have a good degree, can demonstrate achievement in one of these areas and have the determination essential to successful consultancy, we should like to hear from you.

Please write, enclosing your curriculum vitae and telling us how you can contribute, quoting reference PSG 31/T to John Fielden, 1 Puddle Dock, Blackfriars, London EC4V 3PD.

**PEAT MARWICK**  
Services to the Public Sector

## MANUFACTURING MANAGER

Recent reorganisation to cope with growth in this rapidly expanding company with a reputation for innovation in communication technology has created this challenging opportunity, in an attractive West Country location, for an experienced

The person appointed will be responsible for the control and development of new production facilities for the manufacture of a new range of electronic and electromechanical products. The turnover is expected to rise rapidly to some £10 million per annum.

Applicants (m/f) ideally will be engineering graduates (or equivalent) with several years of successful manufacturing/production management in the electronics or related industry.

Salary - c.£17,000 - superior benefits (inc. 25 days holiday, relocation expenses, etc.).

Applications, initially by submitting detailed cv, or requesting Personnel History Form, quoting ref. T/71269 please send to J. Duggan.

**Western Personnel Ltd.**  
87 Park Street, Bristol BS1 5PJ  
Tel: 291888 (24 hrs answering service).

## THE DAVIS COMPANY LIMITED Executive Recruitment & Selection NATIONAL SALES MANAGER

Based: London Salary: c. £17,000 + car

Our client, a highly diversified and successful international group have recently acquired a nationally prominent service oriented operation. The company is now poised to further capitalise on the great potential of the U.K. marketplace.

Working closely with, and reporting to the Managing Director, a proven sales manager is required to create, control and then develop a small sales team. The task will be to consolidate and then increase the acceptance of established employee benefits to industrial and commercial organisations.

Ideally aged 28-35, preferably with a degree qualification and a working knowledge of French, your sales management experience might well have been gained in a financial or industrial service background. Prime importance is placed on the ability to communicate effectively at all levels coupled with the energy and commitment to succeed in a demanding sales environment.

This is an exceptional and challenging opportunity which merits an attractive salary, company car and a generous range of benefits commensurate with a senior position.

Please telephone in complete confidence Paul Cope on 01-437 3344, the consultant dealing with this assignment.

1394 Dean Street, London W1V 6AP. Telephone: 01-437 3344

## Corporate Planner

Up to £12,500 p.a.

The TWS is a worldwide marketing organisation that works to increase demand for world through marketing, industry support and promotional programmes. The success of these activities depends heavily upon the identification of marketing trends and opportunities plus the effective and responsible allocation and use of resources.

We now seek a corporate planner to assist senior management in the preparation of strategic operational plans and allocation of resources. You will join a small, lively team, based in one London HQ, and the results of your work will be incorporated into an integrated set of plans, which you will help to monitor and review.

Aged over 24, you will almost certainly be a graduate in economics, maths or a related numerical discipline and will have 2-3 years' experience in a corporate planning/marketing analysis function in an international environment.

Ideally, you should have practical experience of resource allocation techniques and computerised information systems. Equally important are a sense of commitment and an analytical yet creative approach to problem-solving.

The starting salary will be up to £12,500 p.a. Future pay will be linked to performance and TWS benefits conform to good modern practice.

Interested? Please write briefly, enclosing a cv, to: The Personnel Manager, International Wood Secretariat, Wood House, Clifton Gardens, LONDON, SW1Y 5AE.

**TWS**

**AUSTRALIA**

## Salary and conditions

Salary and Conditions of service are in accordance with the Commonwealth of Australia award, and include a base salary of A\$23,549-32,573 (£13,000-£18,180) and allowances for after-hours duty and on-call rostered hours. Recent changes to the conditions applying to after hours duty have resulted in substantially increased remuneration. Temporary accommodation is available at the hospital.

Fares to Hobart for the successful applicant and family may be paid by the department and assistance may be given towards the removal of furniture and effects.

## Hours of Duty

36½ hours per week plus after-hours duty and on-call rostered hours.

## Period of Employment

The current vacancy is for a period of six months commencing as soon as possible. Four positions of Resident Medical Officer will become vacant in January 1986, and the Surgical Registrar will be eligible to apply for a twelve-month term in one of those positions.

Applications including a full curriculum vitae and a contact telephone number should reach Mr R. Rankin, Personnel Services, Third Floor, Australia House, Strand, London WC2B 4LA not later than 3rd June 1985.

"WE ARE AN EQUAL OPPORTUNITY EMPLOYER"



# GENERAL APPOINTMENTS ☎ 01-278 9161/5

## STATISTICAL SERVICES

General Accident is one of the major UK insurance companies, employing more than 17,000 people in over fifty countries throughout the world.

There are vacancies in the Statistical Services Department which provides information and statistical advice to Non-Life Management about past performance and future courses of action in key decision areas like rate-setting, and the assessment of reserves and profitability. This requires practical results in commercially dictated time-scales, and in a form which can be understood by non-specialists. A variety of software is used to produce information from the mainframe computer, including SAS, AFL, RAMIS.

Candidates must have a good degree with a substantial mathematical content, and will probably be in the age range 24-30. Salary is competitive and will reflect experience and other relevant factors.

The posts are based at General Accident's World Headquarters in Perth, Scotland. Benefits include attractive house purchase facilities, non-contributory pension and life assurance schemes.

Please write giving details of career and qualifications to:

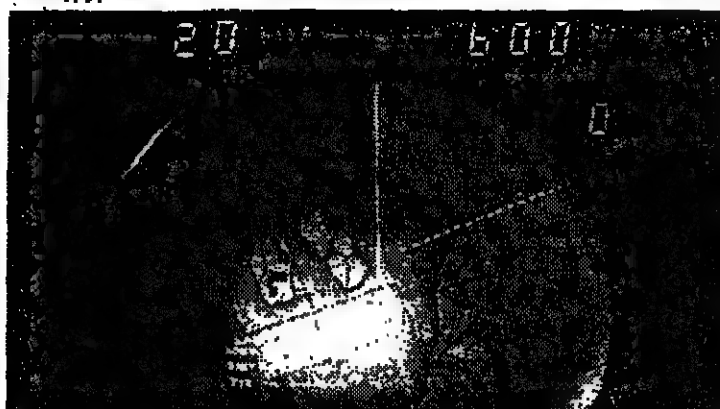
The Staff Manager (Head Office)

General Accident, Pitheavlis, Perth PH2 0NH

**General Accident**

## Ferranti Defence Systems Ltd.

### Destination Display



Ferranti in Scotland is one of the world's leading electronic engineering centres, and in the fast-changing defence market, we have built our success on blending exciting innovation with highly-developed competitive attitudes.

The Display Systems Department, a leader in the development of military avionics display systems, now needs to sustain its expansion by appointing experienced professionals to play key roles.

#### HEAD OF HEAD-UP DISPLAYS

This important role involves taking responsibility for the project, technical and commercial success of the growing Head-Up Displays part of our business. A proven track record in military avionics design electronics together with evidence of commercial expertise is vital. A logical, high achieving attitude is also crucial. Ref. No. DSD/TT/1.

#### PRINCIPAL ENGINEER - HEAD-UP DISPLAYS

This demanding role combines technical liaison with customers and management together with projects control. Liaising with the Head of Head-Up Displays, you will take full technical responsibility for a group of design engineers working on HDD development in the airborne displays group. Proven communication skills are essential, together with project management experience. Ref. No. DSD/TT/2.

#### PRINCIPAL ENGINEER - VIDEO SYSTEMS

A key post within the department's Flight Information Group, where the role will be the

design and development of ruggedised video recording systems for airborne application. Responsibilities will include technical control, project leadership and the integration of solid-state technology within the product range. Ref. No. DSD/TT/3.

#### SENIOR ENGINEER - POWER SUPPLIES

Major responsibility is the design and development of switched and linear power supplies for head up and head down displays, mission planning systems, video recorders, colour television cameras. Controlling a small group of engineering staff, the incumbent will become the departmental authority on power supplies. Ref. No. DSD/TT/4.

Applicants should have experience of electronic design in analogue or digital circuitry or power supplies and therefore a B.Sc (Hons) or above would be the ideal qualification. Expertise in a military environment would be an additional asset.

These positions are Edinburgh based but could involve national and international travel. The rewards include highly competitive salary and benefits packages, including generous relocation assistance for those currently residing more than 20 miles from our Edinburgh sites.

Comprehensive applications in writing only please, quoting appropriate reference number, to: Mrs J.S. McQuigh, Recruitment Manager, Ferranti plc, Crewe Toll, Ferry Road, Edinburgh EH5 2XS.

**FERRANTI**  
Selling technology

## Can you bring 800 Off Licences on line?

### SYSTEMS DEVELOPMENT MANAGER

c.£14,500 + car

### COMMERCIAL ANALYST

c.£12,000 + car

With over 800 off-licences nationally under the names of Augustus Barnett and Galleon Wine, Bass Off Licences Ltd., part of Bass plc, are benefitting from the expansion of the take-home market.

To help our expanding business we are setting up a Systems Department at our Head Office in London. This will enable us to take full advantage of new computer applications in the retail field to improve performance and efficiency in the whole company.

To start the new department we are looking for two people - a Systems Development Manager and a Commercial Analyst. Together you will be responsible for developing and implementing new retail control and information systems and, working with the company accountant, helping to establish independent accounting systems.

The Systems Development Manager will take overall charge of the department, ensuring it provides an effective and efficient service by identifying and analysing systems requirements and producing valid proposals. You'll also be expected to keep up with the developments in the market and ensure all systems are regularly reviewed, continuing their commercial effectiveness.

There's a salary of around £14,500pa for someone educated to degree level with at least 5 years of

systems analysis and computing in a financial environment, plus solid management experience.

The Commercial Analyst should provide a firm backup to the Systems Development Manager. Whilst taking a special interest in project work to support both group and in-house computer systems, you'll also be expected to provide an effective O and M service.

If you have at least 3 years' experience in a systems or computer environment and are a graduate, then you could be earning approximately £12,000pa.

For both positions you'll need to have initiative and a professional approach to your work. You'll be meeting people at all levels both internally and externally so will need the ability to communicate effectively. You'll also be expected to travel extensively but for this we'll provide you with a company car and there is also an excellent benefits package.

Since you'll be in at the start, helping develop the department to play a leading role in the company's success, there should be excellent opportunities for your own career to develop. So if you'd like to take advantage of one of these positions write to me with your career and current salary details.

J. McD. Whitaker, Finance and Administration Director, Bass Off Licences Ltd., North Woolwich Road, Silvertown, London E16 2BN.



**Bass Off Licences**

## Create the blueprint for the future

### INFORMATION ARCHITECTURE

"In the risk business, information is our most vital resource"

c.£26,000 + car + banking benefits

Our client, a prestigious British Financial Institution, is planning further substantial growth by taking advantage of the Stock Exchange deregulations to develop and broaden their highly respected financial services in the international market place.

To support the diverse and innovative nature of their complex financial undertakings, they seek to appoint an Information Strategist to design, develop and build a Database which will support and enhance all aspects of their business.

The successful candidate will have demonstrable experience of data analysis and modelling techniques and be aware of the latest hardware and software database developments. The role requires the ability to understand the nature and subtleties of financial terminology and subsequent translation into a sophisticated and practical information base.

Applicants will be required to demonstrate effective communication skills and the ability to take a broad view in developing a flexible system for a discerning and demanding user base.

In addition to the excellent salary and Company car, the position has valuable fringe benefits which include a subsidised mortgage, bonus, free medical insurance and low interest personal loans.

To apply, please send a CV, telephone for an application form or contact DAVID J. PAWLEY, Executive Selection and Search Division at the address below for a brief confidential discussion, quoting Reference Number GS1312.

**BIS**

**Applied Systems**

BIS Applied Systems Limited  
20 Upper Ground,  
London SE1 9PN  
Tel: 01-633 0866

## FINANCIAL CONSULTANCY

IS A GROWTH AREA OF THE MOMENT  
AND OF THE FUTURE - DON'T MISS OUT!

FPS (Management) Ltd. is a leading firm of financial consultants and because of phenomenal expansion in 1984 is looking for two outstanding individuals to complement its London-based team of professionals.

The right individuals (aged 23+ and based in London) will be intelligent and energetic, highly motivated, hard-working and able to absorb new ideas quickly.

Full training will be provided.

Remuneration expected to be in excess of £15,000 first year. This is a superb opportunity to develop your own business and career path in a growing company and in an exciting industry.

For further details speak to  
SUSAN TOOGOOD on 01-240 218 or MIKE HAPESHI on  
01-240 9065 between 9.30am and 4.30pm.



Of the high technologies being pioneered in the world today, few come close to the technological challenge, complexity and diversity of the Singer Link-Miles approach to simulation.

After all, much of what we are achieving in real-time with the latest multi-configured 32-bit minis and 16-bit micros in creating all the visual, audio and physical sensations of flight/land and underwater travel, was until recently believed to be impossible.

### FOR SYSTEMS AND SOFTWARE EXPERTS, TOMORROW'S REAL CHALLENGE IS IN SIMULATION

If your CV already carries evidence of between 2-10 years' post-graduate success in scientific programming (preferably including real-time applications) or in systems design and analysis in a similar state-of-the-art electronic environment, then Singer Link-Miles can offer the most exciting, most stimulating and toughest projects currently under way in any area of technology, anywhere in the world. Your role will also offer occasional overseas assignments, exceptional prospects for career development (an aspect of our rapid expansion) and a highly competitive salary and benefits package, featuring generous expenses for relocation to our attractive South Coast location.

To arrange an early discussion, please phone for an application form, or send a copy of your CV, with salary details, to: Terry Edmondson or Heiga Clawson, Singer Link-Miles Ltd., Churchill Industrial Estate, Chartwell Road, Lancing, Sussex, BN15 8UE. Telephone (0903) 755891.

**SINGER Link-Miles**

## We're going places. Are you?

Kardex, leaders in the field of office systems and machines, are now involved in a major expansion programme and can offer challenging opportunities to experienced sales professionals in a business that has tremendous growth potential.

### MATERIALS HANDLING

### Project Sales Executives

1. London and Home Counties  
2. South West England

You should have experience of selling in a materials handling environment, be able to propose solutions to a variety of problems and have the ability to communicate with all levels of management.

We offer on target earnings of £16,000-£18,000, made up of high basic salary and commission plus a company car.

### Sales Executives

London and Home Counties

#### AUTOMATED FILING SYSTEMS

For this specialist field we need a very experienced executive who will be involved in direct selling.

#### INSULATED FIRE SAFES

This is an expanding market offering considerable opportunities for an ambitious sales person.

#### TYPEWRITERS

Our range is extensive including the most sophisticated electronic machines.

For the two positions above you will be selling primarily to the trade but with direct selling opportunities.

You must be able to identify and develop new markets as well as looking after an established customer network.

On target earnings for the first year will be c.£14,000 including basic salary and commission plus a company car.

For the above positions there is no limit to what you can earn.

Please contact Susan Freeman on 01-272 0242 or write to her at the address below.

**KARDEX**

Kardex Systems (UK) Ltd  
18 Clifton Terrace  
Finbury Park, London N4 3JP.



## MERCHANT SHIPPERS (U.K.) LIMITED

INTERNATIONAL TRADE FINANCING

All correspondence to 22 Haverhill Square, London W1A 9DS

Julian Clark  
5th Floor Classified Advertising  
The Times  
200 Grey's Inn Road  
LONDON WC1A 9BS

25 April 1985

Dear Julian Clark

You may recall that I placed an advertisement in the General Appointments Section of The Times last Thursday, headlined "International Trade Foreign Exchange."

To date, and this is not counting today's second post, I have received 309 replies, which is an unprecedented response.

With the exception of, say, four or five, all have been of an exceptionally high standard which has been making my first shortlist extremely difficult.

THE TIMES

Britain's fastest growing recruitment market-place.

Yours sincerely

*Maureen Curry*

Maureen Curry

MERCHANT SHIPPERS (U.K.) LTD.  
22 Haverhill Square, London W1A 9DS  
United Kingdom  
Telephone (01) 475 9070  
Telex 22 350 ASDUK G

Reg. Office: 7 St Bride Street  
LONDON EC4A 3AT  
Reg. No. 160851

DIRECTORS:  
A.W. Soley (Chairman)  
D.W. Johnson (Managing Director)  
C.E. Sutherland

150-160



# GENERAL APPOINTMENTS ☎ 01-278 9161/5

## Director

### MRC Trauma Unit: Manchester

The Medical Research Council invites applications from medically qualified scientists for the post of full-time Director of the MRC Trauma Unit, Manchester. The person appointed will have an established reputation as a scientific investigator, be able to develop the Unit's research programme and have the ability to manage and co-ordinate a research team.

The Unit is concerned with the elucidation of the biological responses to injury by means of clinical, laboratory and experimental studies. The precise scope and emphasis of the Unit's future programme will be a matter for discussion between the successful candidate and the Council, but it is expected that the programme will include both clinical and non-clinical studies of metabolic responses to trauma and will continue to exploit the excellent facilities available to the Unit in Manchester.

An appointment to the Council's staff will be in accordance with the Council's terms and conditions of service. The salary will be within the NHS Consultant Grade and an honorary clinical contract at consultant level will be sought. The successful candidate will, if necessary, be offered assistance with moving expenses.

Additional information may be obtained from Dr Enid Bennett, MRC Headquarters Office, 20 Park Crescent, London W1N 4AL; telephone 01-636 5422 ext 363.

**MRC**  
Medical Research Council

Applications in the form of a statement (about 1,000 words), outlining in general terms the scientific programme which the applicant would propose for the Unit, together with a curriculum vitae, list of publications, and the names of three referees, should be submitted not later than 30 June 1985 to the Secretary of the Council, at the above address.

## Microwatts to Megawatts

No - this doesn't mean we're looking for a 'Jack of all Trades', it just describes the experience you will gain in

### Power Electronics Engineering

This division of Emerson Electric is world leader in the field of power electronics and is in the midst of expanding facilities at Swindon, Wiltshire. Our sole business is the design manufacture and marketing of inverter technology in an ever-increasing number of markets. This specialisation gives us the edge over our competitors. To maintain this lead we must continue to evolve new products, ensuring our continued growth and success in the market place.

If you have experience of UPS systems (our range is watts to several megawatts) or AC Drives (range being 1HP to thousands), and feel you have the necessary qualities to contribute to this challenging environment, contact us now.

We are currently seeking personnel in the following categories:

<b>APPLICATIONS ENGINEERS</b>	c.£12,000
<b>DEVELOPMENT ENGINEERS</b>	c.£12,000
<b>SENIOR ENGINEERS</b>	c.£15,000+

In addition to the salaries quoted above we offer the range of benefits expected of a large and successful organisation together with an excellent working environment in this beautiful part of the country. Please telephone or write to: John Cook, Emerson Electric (UK) Limited, Industrial Controls Division, Elgin Drive, Swindon, Wiltshire SN2 8DX. Telephone: Swindon (0793) 24121. After normal business hours telephone (0666) 53005 for a discussion.

**EMERSON**  
Industrial Controls

## ANALYST/PROGRAMMER System 38 RPG 111

DAF Trucks (GB) Limited are one of the leaders in the heavy truck market in the U.K. and are achieving records annually. As part of our planned expansion we require an experienced Analyst/Programmer to join our active team developing software for our in-house System 38, model 8.

Reporting to the Systems & Programming Manager, the ideal applicant will have good analytical skills coupled with a sound programming background gained in a GSD environment.

This is a senior appointment therefore applicants will be expected to have at least two years experience in a System 38 environment. The person appointed will initially be involved in the design of new systems being developed for our expanding organisation, and will have an outgoing, resourceful personality.

This position is at DAF Trucks headquarters in Marlow, where we offer a competitive salary open to negotiation dependent on experience, plus a wide range of benefits expected from an established, expanding company.

For further details or application form, please contact:-

Maureen Lawrie,  
Personnel Officer,  
DAF TRUCKS (GB) LIMITED,  
Thames Industrial Estate, Marlow SL7 1LW.  
Telephone: Marlow (06284) 6955.

**DAF Trucks**

**Factory Mutual System**  
Factory Mutual International

## ENGINEERS

FACTORY MUTUAL INTERNATIONAL is part of a US company with a worldwide engineering operation forming an integral part of the Factory Mutual System established in 1835. The FM System is a major insurer of industrial property throughout the world and pioneered the technical approach to loss prevention. Our London Office needs university graduates with degrees in Electrical, Chemical, Civil or Mechanical Engineering who have spent at least 2 years in industry.

Successful applicants will be based in London. Following a period of training and development, they will work as consultants who suggest engineering solutions for reducing exposures to loss at industrial plants insured within the FM System. Technical qualifications must be accompanied by an above average ability in meeting and dealing with people.

Ideally applicants should be aged between 24-35 and must be free to travel, spending about 100 nights per year away from home in the UK and overseas. We offer highly competitive salaries backed by a range of benefits, including a company car.

For further details of this unique opportunity, send a CV to: Sheila Warman, Factory Mutual International, Southside, 105 Victoria Street, London SW1E 6QT or telephone 01-828 7799

## International Project Management

Costain International Limited has a well established reputation as a major UK contracting company operating overseas.

We now intend to expand our capability to undertake major management and turnkey contracts with the appointment of Senior Project Managers who are highly experienced in this type of civil engineering and building management. Expertise acquired on healthcare projects will be a distinct advantage. The successful candidates will have a proven ability for conceptual thinking, the identification of potential clients, preparation of proposals and making effective presentations. Ability and commitment in taking a project through from first contact with the client to project completion is essential.

Extensive overseas travel will be required together with a willingness to undertake a suitable overseas appointment when required. If you are professionally qualified or most likely, a Chartered Engineer, with 15-20 years related experience and seeking a demanding career opportunity, please send a full C.V. detailing your age, qualifications, experience and current salary to: M. J. Parry, Divisional Personnel Manager at the address below.

Personnel Department  
**COSTAIN INTERNATIONAL OPERATIONS**  
Costain House, West Street,  
Woking, Surrey GU21 1EA.

THORN EMI and OXFORD UNIVERSITY

## TWO FULL-TIME RESEARCH POSTS

Applications are invited for two new posts from physicists, electronic engineers or research workers in related disciplines having a Ph.D. or equivalent research experience.

Those appointed will become staff members of THORN EMI but will be expected to work for three years at least in the Engineering Science Department at Oxford University. Career development opportunities could later exist within THORN EMI. The successful applicants will be engaged at Oxford in research on Langmuir-Blodgett films and other ventures in Molecular Electronics under the supervision of Professor G. G. Roberts (Chief Scientist, THORN EMI) and Professor E. G. S. Paige.

Salary will be in the range £9,500 to £14,000 plus normal company benefits. Further details may be obtained from Professor E. G. S. Paige, Department of Engineering Science, University of Oxford, Parks Road, Oxford, OX1 3PJ, to whom applications containing a CV and the names of two referees should be sent by June 6th 1985.

## STRATEGY CO-ORDINATOR

Scientific Computing - Paris

An important French scientific research centre in the pharmaceutical industry is looking for a high level scientific computing specialist to plan and co-ordinate its long term computer strategy.

The successful candidate will be responsible for rationalising several separate decentralised computer departments, to ensure a level of inter-communication and synergy which will maximise performance.

He will report directly to a member of the Board and advise it on all computer matters. After studying existing resources and the needs and proposals of each department, he will recommend a computer strategy for the company covering the choice of hardware, operating systems, software, tools, methods, procedures and security, and be responsible for implementing it after Board approval.

He will initiate the necessary training and development, and have a team of scientific computing specialists to assist him.

Candidates aged between 35 and 45, must have high potential and be well experienced in scientific computing. They should be interested in the evaluation of differing hardware and operating systems for use in a research establishment, be capable of forming balanced judgements and able to implement decisions. Remuneration will be attractive for an outstanding candidate, with a good relocation package. Knowledge of French would be appreciated.

Please send a hand-written application together with a CV and your own requirements, to Tony Miller, at 105 Fenchurch Street, London EC3M 5HH, quoting reference R103.

**Miller, Brand & Company**  
Limited  
PROFESSIONAL PERSONNEL CONSULTANTS

a Weir Group company

**WEIR**

## PUBLIC RELATIONS OFFICER

Glasgow

THE WEIR GROUP PLC  
Salary Negotiable

With the retirement of its PRO this engineering, foundries, fabrications, patternmaking, despatching and engineering contracting group - 1984 turnover £131 million, much of it from overseas contracts - needs an experienced replacement who will be responsible to the chief executive for all corporate and product publicity.

The main publicity objective is to help sell the group's products and services in competitive international capital goods markets, using editorial, advertising and other appropriate methods cost-effectively. The candidate selected will already have a good PR record in a similar or related field and will be offered a salary and benefits to match.

Please apply to the chief executive  
**THE WEIR GROUP PLC**  
Cathcart, Glasgow G44 4EX

## RECRUITMENT CONSULTANTS AND MANAGERS

Reed Employment have now embarked on their most ambitious marketing plan to further the Company's growth. To capitalise on this marketing support, we require additional CONSULTANTS and MANAGERS for our branches throughout the South East.

In providing high quality recruitment services to industry you will need a blend of communication and interpersonal skills backed by drive, creativity and tenacity. Whilst previous employment agency experience would help, if you can demonstrate the ability to quickly and confidently understand and meet the needs of employer clients, you will be one of the people we seek.

Reed can offer top level earnings with the precise package dependent on your experience and the area in which you will be working with all basic salaries supplemented by individual monthly bonuses.

To join Reed at this exciting time, telephone:

01-247 6931 (24 hour answer service)

for an application form, or better still send a full CV with current earnings and a contact telephone number to:

Mr Stewart George  
Director  
Reed Employment Ltd.,  
181 Victoria Street  
London  
SW1 5NE

**REED**  
employment

You can't put your future in better hands.

## QUALITY CONTROL MANAGER

MFI Furniture Centres Ltd., one of the major furniture retailers in Europe, have secured a position as one of the top 100 retail companies in the U.K. A phenomenal programme of expansion has led us through a continuous expansion programme and we currently wish to further our commitment to a reputation of quality and service by appointing a Quality Control Manager within our Distribution Centres in Northampton.

Reporting to the Group Merchandising Executive, you will be responsible for a department of 17 people, where you will be expected to ensure and maintain the continuous quality control of an extensive range of products. Ideally, you will be aged 25-40, have gained membership up to the ICA and will be conversant with a similar high volume related field. The ability to communicate and liaise with manufacturers, suppliers and buyers is essential, along with regional visits within the UK and occasional visits to overseas suppliers.

In return you will be offered a competitive salary, company car, BUPA, free life assurance and 20 days annual holiday together with a wide range of other company benefits.

Like to find out more about the excellent prospects within MFI? Then write giving full career details to:

**Mr J. T. Beer, Personnel Director,**  
**MFI Furniture Centres Limited,**  
**Southon House,**  
**333 The Hyde,**  
**Edgware Road,**  
**Colindale,**  
**London NW9**



Be a friend in the furniture business

## Retail Marketing OIL

Murco Petroleum Limited, a U.K. subsidiary of Murphy Oil Corporation, U.S.A. is offering challenging and rewarding careers in the Oil Industry. If you are aged 24-35, a graduate, or qualified in business and marketing we would like to hear from you.

The successful applicants (male or female) will join a team of managers responsible for the operation of service stations, and will have particular responsibility for a group of stations in the South East or in the Midlands.

An attractive salary, plus the usual benefits package is offered which may include relocation assistance if required.

To apply please write to:

**The Personnel Manager,**  
**Murco Petroleum Limited,**  
**Winston House, Dollis Park,**  
**Finchley, London N3 1HZ.**

\*\*\* MOTIS \*\*\* MOTOR INFORMATION SYSTEMS \*\*\* MOTIS \*\*\*

Expanding IBM Agent requires enthusiastic and committed staff for our new Oxford office for the control, continual development and support of a Motor Trade system already installed in 200+ sites.

**PROJECT MANAGER [Ref: PM/DT2]**

A senior position exists within our organisation for a consultant with in-depth knowledge of the Motor Trade, plus practical computer systems experience. Ability to communicate at senior level with major clients and Motor Manufacturers who are installing our system in their Dealer networks. Responsibilities include development sales to existing clients.

**SYSTEM 36 PROGRAMMER/ANALYST [Ref: P/A/1:DT2]**

Young RPG2 Programmer/Analyst with experience in Accountancy and on-line distribution systems required to manage a S36/Type/comm installation. Responsibilities include education and program development/maintenance for our UK Users.

[A similar position exists in our Chester location. (Ref: P/A/2:DT2)]

**TRAINEE INSTALLATION CONSULTANTS [Ref: TC/DT2]**

Smart young persons with Motor Trade background in Accounts or After-Sales administration who can communicate, for on-site education of new computer Users. Some computer experience is essential, but product training will be given. Company car provided.

**SALES EXECUTIVE [Ref: SE/DT2]**

An opportunity exists for a young, professional, ambitious salesperson with a Motor Trade or computer background to market a new generation of prestigious, high value, quality software products to Motor Dealers on IBM mini computers. Company car provided.

All salaries commensurate with age and experience. Applicants to apply in own handwriting with details of age, experience, employment, salary progression and education history to: THE MANAGING DIRECTOR, LOCKE COMPUTING SERVICES LTD., GAYTON HALL, THE WIRRAL, CHESHIRE L69 8NN. 051-342 6441.

\*\*\* MOTIS \*\*\* MOTOR INFORMATION SYSTEMS \*\*\* MOTIS \*\*\*



# GENERAL APPOINTMENTS 01-278 9161/5

## Careers in Management Consultancy for business orientated accountants

Stoy Hayward Associates, The Management Advisory Services division of Stoy Hayward, Chartered Accountants, is embarking on a programme of development that will increase its requirement for young accountants with industrial/commercial experience who wish to pursue a career in consultancy. In line with Stoy Hayward's philosophy of assisting clients to develop their business, the services of the consultancy are based on providing financial and management information systems advice but include organisational and operational studies and a wide range of computer services.

Candidates, ideally in the age range 26-32, should be able to demonstrate that they understand the information requirements of growing businesses and be able to point to real professional achievements in their career since qualifying as an accountant. There are openings for candidates who already have consultancy experience. A competitive remuneration package is being offered and the potential for advancement is open to consultants who prove their capabilities.

Please write, in confidence, enclosing full personal and career details to:  
David Fowler, Personnel Director, Stoy Hayward Associates, 8 Baker Street,  
London W1M 1DA.



**Stoy Hayward**

A member of Horwath & Horwath International

## CT MR AND X-RAY SALES SPECIALISTS

For further information,  
please write to or telephone:  
Mildred Kirdland, Manager -  
Employee Relations - Europe,  
I.G.E. Medical Systems Ltd.,  
260 Bath Road, Slough,  
Berkshire SL1 4ER.  
Tel: (0753) 874315.



I.G.E. Medical Systems Limited is a subsidiary of the world leader in diagnostic imaging and the largest UK manufacturer in the field.

To strengthen our presence in the South of England and the Midlands, we are now looking for additional sales executives with experience of high technology products, preferably diagnostic imaging equipment, with a working knowledge of the DHSS and a clear understanding of the UK market.

You would be dealing with professionals in healthcare on some of the most advanced technology in the world. To ensure your thorough understanding, you would be given extensive training, both here and abroad, covering all our product areas including Nuclear Medicine and Ultrasound.

For the right individuals we offer an attractive starting salary, excellent commission potential and a wide range of benefits including Company car, free BUPA, contributory pension scheme, life and accident insurance.

*Bring your Ambitions into focus*



## GREAT SUCCESS STORY F.T. AUGUST, 1984

This is simply one of the accolades Sun Life Unit Services, then an associate company of Sun Life received from the UK press in August when it was announced that they were to be bought by the Sun Life Group.

And the story continues

For rather than resting on our laurels we're actively searching now for high calibre individuals to market an exclusive investment concept in the financial services field:

Possible earning in excess of £30,000 per annum (Commission).

Ring Ian Kirkwood on

242 6251

**"Now I'm with Smiths Industries, there's more coming into the home!"**  
Catherine Beach, Software Engineer.

**SYSTEMS ENGINEERS, ANALOGUE DESIGNERS, ELECTRONIC DESIGN ENGINEERS, FLIGHT SYSTEMS ANALYSTS, DIGITAL DESIGNERS.**

Call FREEPHONE 9341 or alternatively, write to Duncan Westernman, Personnel Manager at the address shown below.

**SMITHS INDUSTRIES**  
Aerospace & Defence Systems  
Babington Drive, Chesham, Bucks HP8 4BT



**THE TIMES**  
requires

## A DESIGN AND LAYOUT ARTIST

to organise and initiate graphic display and presentation of a variety of pages.

A sound knowledge of modern layout is essential for this new and challenging post.

Salary negotiable with normal Fleet Street benefits.

Applications in the first instance to:

David Driver, Design Editor,

THE TIMES,

200 Grays Inn Road, London WC1X 8EZ.

## ACCOUNT DIRECTORS (New Business)

Rapidly growing advertising/communications group wants highly motivated, ambitious, professionals with proven ability to win and handle new business. Ideal candidates 35-43 would have client/agency experience plus full knowledge of marketing, promotional and PR disciplines. Excellent salary and car, attractive offices close to Hampton Court.

Telephone Robert Vince 01-941 4141  
Robert Vince Advertising Limited

## FINANCIAL CONTROLLER

Required for small Public Relations Consultancy off Park Mall. Qualifications unnecessary, however, proven comprehensive book-keeping experience essential.

Salary c.£10,000 p.a. Written applications, in confidence to:

PETER BLOOMFIELD,

20/21 Suffolk Street,

London SW1Y 4HG.

## Systems Programmer for Internal Audit

National & Provincial, the 6th largest Building Society, require a Systems Programmer to join the Internal Audit Department in their Head Office at Bradford.

Applicants should have a sound knowledge of Cobol, computer and communications software. Previous audit experience, although preferable, is not essential. Training where necessary, will be given.

The Society has a BURROUGHS 7900 mainframe and is installing OLIVETTI terminals in its 350 Branch offices.

The successful candidate will be involved in the development and implementation of audits into the technical areas of the Society's computer systems and its network.

Terms and conditions of employment are excellent and include concessionary mortgage facilities after a qualifying period.

Applications in writing to:

Mr S. Middleton

Recruitment & Administration Controller

National & Provincial Building Society

Provincial House

Bradford BD1 1NL

**National & Provincial**

## PERSONNEL MANAGER

£14,500

A leading firm of City Solicitors wish to appoint a Personnel Manager who will have overall responsibility for 250 personnel and report directly to the Partners. Key tasks will include recruitment of non-professional staff (c. 150), salary reviews, welfare, training and general staff administration, personnel policy, budget forecasts and forward planning. The successful candidate, aged 25-35, must have sound personnel experience within a medium to large organisation preferably within the City. Please apply with full CV and a daytime telephone number before 1st June to:

**Crone Corkill**

Recruitment Consultants

18 Eldon Street, London EC2

## UK SALES MANAGER Lighting Systems

Our Client is one of the UK's most successful and respected lighting companies.

The recent and rapid development in new light sources has added impetus to an innovative product development programme aimed at meeting the sophisticated and discriminating demands of lighting scheme specifiers.

The UK Sales Manager will establish overall strategic and planning guidelines and will be responsible for planning and implementing the Client's sales management techniques particularly segmentation and niche strategies. Our Client will be looking for a high degree of motivational skill and a knowledge of lighting or associated systems.

Resources immediately available include a network of showroom/distribution centres supported by a national direct selling team - some 70 people in all. Preferred candidates will be aged between 28 and 40, hold a degree or equivalent in an engineering discipline and be well versed in the application of sales management techniques particularly segmentation and niche strategies.

Our Client will be looking for a high degree of motivational skill and a knowledge of lighting or associated systems.

Salary will be circa £20K with company car and the usual fringe benefits associated with a progressive organisation. Relocation expenses will be met where necessary.

If you are a well trained, interested professional please send a comprehensive CV to:

**Simon Lower**  
ASSOCIATES

Regency House, Dedmore Road, Marlow, Bucks SL7 1PB  
(Tel: Marlow (06284) 75253 and after 7 p.m. 0494 29383)

## ASSISTANT

Assistant required to help sell our exclusive collection of silks & cashmere experience preferred.

Please apply in writing to: James Drew, 3 Burlington Arcade, London W1 or telephone 01-493 0714

## SALES EXECUTIVE

£15K to £13K

Plus prestige car

Top class people are required for this position selling the outstanding technology of the company based in London Bridge. Ideally you should have a proven sales experience and a proven track record.

In return the company offers free product training, an attractive package (basic & commission) and company car, and excellent career prospects in an exciting hi-tech market.

For more information please phone: **WORDATA (Rec Core)** 578 0856

## MARKETING MANAGER

c. £20,000 + Bonus + Car

A newly established company needs a marketing manager with a successful record in marketing capital goods to Governments and local and port authorities preferably on a world wide basis.

The successful applicant will be expected to set up a marketing organisation and initially may have to travel a good deal. Early appointment to the Board is envisaged for the right person.

Write in confidence enclosing C.V. to:

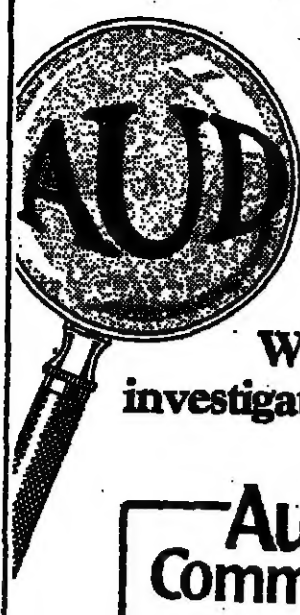
Chairman,

COASTAL POLLUTION CONTROLS PLC,

8 Buckingham Place, London SW1



# 01-278 9161/5 PUBLIC APPOINTMENTS



**AUDITORS**

With a flair for investigating the facts

**Audit Commission**

**W**hy do our Auditors require many special qualities on top of those needed for standard audit work? Because at the Audit Commission we carry out detailed investigations to help our clients achieve peak efficiency and value for money within all their services. From Housing and Education through to Leisure and Environmental Services, that means uncovering all of the facts.

We undertake these objectives for Local Authorities throughout England and Wales. At present we need a number of Qualified Auditors in the London area. If you possess a recognised Accounting qualification, are under 35 and have several years appropriate Audit experience then the prospects available to you are excellent. You would be on a starting salary of £14,250 which includes London Weighting, and receive a range of benefits which include a generous pension and 22 days holiday (rising to 30 days).

If you want to add variety and interest to your career then you need look no further. Simply write for an application form or alternatively send your CV to: The Personnel Department, Audit Commission, St. Lawrence House, 29-31 Broad Street, Bristol BS1 2EX.

## OUTSET ASSISTANT DIRECTOR SENIOR RESEARCHER

Outset is an expanding National Charity dedicated to action and research on behalf of people with disabilities. Current initiatives include: conducting large scale surveys of disabled people and their needs in everyday living in the community; the promotion of new training and employment initiatives for disabled people in information technology. (Currently Outset manages four major employment projects in the London area).

Outset has recently secured long term funding for a series of innovative projects examining the housing needs of disabled people which will culminate in the creation of a comprehensive computerised database.

### ASSISTANT DIRECTOR

To be responsible in conjunction with the Director for the full range of Outset's activities. The person appointed will assume specific responsibilities on a day-to-day basis for all of Outset's survey and research operations. He/she should be able to develop good experience of London housing and the necessary skills in communication and management required to lead a highly committed team. The Assistant Director will also be expected to contribute imaginatively to the development of ideas and policy in all areas of Outset's activities.

Salary: local authority scale PO1 plus OLV (£12,000).

### SENIOR RESEARCHER

The person appointed will lead a team of researchers conducting original research into the needs of disabled people across a range of issues. In particular the Senior Researcher will assume responsibility for a programme of research into the housing needs of disabled people, looking particularly at housing design, and for the development of a suitable database on disability. The person appointed should be able to demonstrate a wide range of research experience and must be capable of report writing to a high standard. Knowledge of computer databases application would be an advantage.

Salary: local authority scale SO2 + OLV (£11,000).

For application forms please write to: Alex Mackay, Director, Outset, 18 Grosvenor, London SE8 3DZ. Telephone: 01-692 7141 or 01-378 6821. Please specify the vacancy for which you are applying. Closing date 5th June 1985.

Outset is an equal opportunities employer. Applications are welcomed from disabled people.



## DIRECTOR RUNNYMEDE HOUSING UNIT

The Runnymede Trust is looking for a Director to set up and lead a new Housing Unit based within the Trust and responsible to the Runnymede Trustees. The Unit is an important new initiative concerned with action research in the field of equal opportunities for black people and other ethnic minorities in London's public housing sector. Its primary task will be to develop a London-wide strategy for implementing equal opportunities in public housing through research and dissemination of information. It is funded by the Greater London Council.

Candidates should possess the special skills and capability to create a small but dynamic research unit, and the management skills required to run it efficiently and effectively. The person appointed should have the ability to work closely with the London boroughs and other bodies in order to develop a programme of research into race and public housing, to administer grants and to monitor developments in the field. This should be backed by a strong commitment to improving race relations and a sound understanding, backed by experience, of race and local government issues. Direct experience in the field of housing would be an advantage but it is not essential.

The Runnymede Trust is an independent organisation, set up in 1968 to provide reliable information and promote public education on race and immigration. The post is initially for two years. Secondments would be considered. Salary not less than £16,000 p.a. Closing date 4 June 1985.

For a job description write or telephone: Anna Di Giovanni, Runnymede Trust, 37a Gray's Inn Road, London WC1X 8PP, 01-404 5266.

The Runnymede Trust is an equal Opportunities Employer.

## GENERAL APPOINTMENTS Trade 01-278 9161/5

### MARKETING MANAGER ACADEMIC BOOKS

The Macmillan Press Ltd (Basingstoke)

Due to internal promotion Macmillan Press is now looking for a Marketing Manager for its academic and STM lists to be located in Basingstoke.

The successful candidate will need to be a good line manager, planner and innovator. He/she will be responsible for staff engaged in publishing, promoting and providing advance information on some 450 new books per year. A knowledge of bookshop, library and academic markets is required, together with a thorough appreciation of marketing systems.

This position may suit someone with two/three years experience of managing promotions who is now seeking a more challenging career position in an expanding, dynamic company.

Please apply in writing with full CV to:

Shelagh Browne, Personnel Manager  
Macmillan Publishers Ltd  
4 Little Essex Street  
London WC2R 3LF

### WEST END

Based international company of Toyota Motor Group of Japan seeks office manager. Must be hard working, positive, imaginative and confident to assist import and export business. Products in various non-ferrous metals, electronics, machinery, automobile parts, food, chemicals, textiles etc. Salary negotiable according to age and experience.

Phone 925 6515 for further information. Please send CV to TOYOTA TSUSHO KAISHA LTD, 63-65 Marylebone Lane, London W1M 5GB.

### TOP LONDON BROKERAGE

The opportunity to build a business with no capital outlay exists within a top London brokerage. High earnings during training. Graduates or commercially minded individuals 23-35 with a good sense of humour call Paul Clarke on 01-629 2776.

### ACCOUNTANTS BOOK-KEEPERS AUDITS/TAX STAFF

For the best temporary assignments call Barbara Kention at R.W. Task Force Ltd, 118 New Bond St, W1, 493 9441 open late tonight.

CHARTERED SURVEYORS require experienced person to assist in the valuation of property. The person should be a member of the Institution of Surveyors and have a minimum of 5 years experience in the valuation of property. Salary £12,000 p.a. + OLV. For details call 01-404 5266.

THAMES SALES CONSULTANTS are required to sell a range of products. The person should be a member of the Institution of Sales Consultants and have a minimum of 5 years experience in the sales of products. Salary £12,000 p.a. + OLV. For details call 01-404 5266.

### SECRETARY TO THE ASSOCIATION c. £12,000

A major and expanding housing association working in an area of high housing and social stress requires a Secretary to the Association. A registered charity, the association's principal objective is to provide rented homes for those in serious housing need. It has some 270 million and employs about 100 staff.

The Secretary of the Association is responsible to the association's Chief Executive for three areas of work. These are developing and implementing personnel and training policy; overseeing the association's central administration; and acting as company secretary to the organisation. Responsibilities of the post include the supervision of four staff.

No particular background is required. Candidates will however need to demonstrate an enthusiasm for working with people, identification with the association's objectives and an understanding of the administrative needs of a busy organisation. This is a challenging appointment for someone wanting experience of working at the heart of an efficient and successful housing association.

Closing date: 21st June 1985.

Application form and job description from: Jane Hemmley, Secretary to the Association, Newington & Hockley Housing Association, 123 Kingsland High Street, LONDON E2 2PB. Tel: 01-254.

WE ARE AN EQUAL OPPORTUNITIES EMPLOYER

## UNIVERSITY COLLEGE SCHOOL HAMPSTEAD BURSAR

Applications are invited for the post of BURSAR and CLERK TO THE COUNCIL which will become vacant on the retirement of the present Bursar in May 1986. An overlapping period is envisaged and the successful applicant will be required to take up the appointment on, or as soon as possible, after 1st January 1986.

For details and application form please write to The Headmaster, University College School, Frognal, London NW3 6XH.

### Are You Interested in the Human Rights situation in: Latin America or The Middle East?

We need Executive Assistants to work with Researchers compiling information about Human Rights in Latin America or the Middle East. You should have a good knowledge of the area, fluent English and a local language. Typing and an ability to work under pressure are essential. Salary £8,257 p.a.

Closing date for the return of completed application forms 14 June 1985. For full details of either of the above posts Telephone: London 01-427 2806 (24 hours).

### amnesty international

### A direct line to the executive shortlist.

InterExec is the organisation specialising in the confidential promotion of Senior Executives. InterExec clients do not need to find vacancies or apply for appointments. InterExec's qualified specialist staff, and access to over 100 unadvertised vacancies per week, enable new appointments at senior levels to be achieved rapidly, effectively and confidentially.

For a free confidential meeting telephone: **InterExec**

London 01-930 5041/19 Charing Cross Rd, WC2.  
Birmingham 021-632 5646 The Rotunda, New Street.  
Manchester 061-225 8409 Fallowfield House, Fallowfield St.  
Bristol 0272 27731 30 Baldwin Street.  
Edinburgh 031-225 5880 47a George Street.  
Leeds 0532-499545 12 St. Paul's Street.

**The one who stands out.**



### Catering Manager

£3,000 plus guaranteed overtime

A leading company in Mayfair seeks a manager to run its in-house entertainment facility.

This comprises three dining rooms, a small apartment and a bar. There are six young staff who cater for an average of 20 full lunches a day, plus 5-25 working lunches, and occasional evening functions including dinners for up to 30 people.

The job will encompass purchasing, stock control, menu planning and the supervision of staff.

The successful candidate will probably have had considerable experience in the management of a high-class restaurant or small hotel.

Please send a cv giving two referees, one at least of whom must be a current or previous employer, to: Alexander Campbell, Personnel Manager, J. Walter Thompson, 40 Berkeley Square, London W1X 6AD.

### SALES PROFESSIONALS Office Automation Opportunities

We would like to cordially invite you to a presentation at the Regent Crest Hotel, of

"Partnership in Success"

Due to our continued planned expansion and opening of new branches, we are looking for a number of sales consultants to join our established sales force which has become the envy of many competitors.

We offer the challenge of target earnings in excess of £25,000 including company car or car allowance many sales incentives, tele-sales support and a comprehensive range of the best office automation products from the world's leading manufacturers plus the support and backing of a multi-million pound organisation.

If you have a proven track record (not necessarily in office automation), can convince us of your worth and are aged between 24-35,

Please See Mr. Mervin on

01-405 2082

For your personal invitation.

### LANSDOWNE COLLEGE - a dynamic, expanding, International College with a friendly easy going atmosphere require:

**STUDENT AFFAIRS CO-ORDINATOR**  
Salary £9,500-£11,500 p.a.

The successful candidate will be self-motivated and outgoing with an organisational flair. He/she will be responsible for all aspects of student welfare including accommodation, medical, counselling, all extra curricular activities academic and non-academic.

**DEPUTY BURSAR**  
Salary £9,000 p.a.

Responsible to the Finance Officer the successful candidate will need a knowledge of book keeping and general office duties, have a good organisational ability and accurate typing.

**ASSISTANT BURSAR**  
Salary £8,000 p.a.

He/she will be directly responsible to the Deputy Bursar and Finance Officer and will assist them in general duties. The successful candidate will have a knowledge of office skills and be able to type accurately.

All the above vacancies are available 1st July 1985. Please apply in writing with C.V. to:

The Principal,  
Lansdowne College,  
7 Palace Gate,  
London W8 5LH.

## GENERAL APPOINTMENTS Trade 01-278 9161/5

### Architectural Heritage of Cheltenham

We require an energetic Sales Lady/Gentleman, preferably with experience in Antiques or similar fields, to specialise in the sale of FINE REPRODUCTION AND PERIOD ARCHITECTURAL FIXTURES AND FITTINGS.

The successful applicant will be responsible for sales promotion, advertising, presentational work and some administration. Some knowledge of period Architecture, History of Art, and/or a foreign language, preferably European, would be to the applicant's advantage, but not absolutely essential.

Hours and salary by negotiation. Please apply in writing, giving full particulars to: ARCHITECTURAL HERITAGE, c/o Mr. A. Puddy, 10 Lypiatt Terrace, CHELTENHAM, Gloucestershire.

### Production Engineering Manager South Coast Circa £12,000

Our client is a successful subsidiary of a British Plc, producing high technology electro-mechanical and electro-optic devices. The company has a major investment programme currently in progress to meet the demands of existing contracts and seeks to recruit a versatile engineer with scope to grow with the business.

Production engineers with several years experience in a relevant industry and a good knowledge of metal cutting techniques using CNC/conventional machine tools, are invited to apply. Qualified to HNC level, age 25/45 years and good interpersonal skills would be advantageous.

An attractive relocation package would be available for the right candidate.

Please send full CV to: Mr. J. Puddy, Production Engineering Manager, c/o Mr. A. Puddy, 10 Lypiatt Terrace, CHELTENHAM, Gloucestershire. Tel: 01272 27731.

### OFFICE MANAGER

Excellent prospects for a well educated person with a commercial/business background to be responsible for all the administration functions of the London Office of a small company dealing mainly with the Middle East.

Previous experience of office administration, including accounts, is essential together with a mature outlook, organisational skills and the ability to communicate effectively at all levels. Good typing and shorthand would be an advantage.

An attractive salary is offered together with pleasant working conditions in luxurious offices.

Please apply by sending your CV to Box 0826W The Times.

### MANAGER - COMBUSTION DESIGN

NEI International Combustion Limited require an experienced senior engineer qualified in combustion technology and with five years proven capability in the design of liquid and gaseous fuel firing systems in the large industrial and power utility field.

Evidence must be provided of effective management, planning and administrative capability as well as sound mechanical engineering knowledge.

An up to date understanding of technology associated with the handling and firing of natural and process gases, liquid fuel and coal slurries is essential.

The position offers excellent prospects and opportunity for the future.

The company offers an attractive remuneration package, including relocation, if appropriate. Applications should be made, in the strictest confidence, and should be directed to the Personnel Administration Manager marked confidential.

NEI International Combustion Limited, Sarn Lane, Derby DE2 9GJ Telephone 0332 780223

### MIDDLE EAST BASED SOFTWARE COMPANY requires

### ARABIC SPEAKING AREA MANAGER

for its office in

JEDDAH, SAUDI ARABIA

Candidates should have at least five years experience in management and the marketing of software. Interviews will be held on 7th June 1985, in London.

Please call 01-409 2643 for an appointment

### SALES REPRESENTATIVE

For major U.S. based Ethnic Cosmetics and Toiletries Firm. Requires 2-5 years experience w/cosmetics and toiletries, order taking merchandising, demonstrating. Must be well organized, aggressive, able to work independently and free to travel. French helpful. Excellent benefits including car and expense account. Send c.v. including day and evening phone numbers to Box No 2706 W The Times.



## The Times guide to career development

# A guide to office politics

Office politics are all about power and, as every viewer of *Yes Minister* knows, the realities of power can be different from appearances. "I can't wait until that SOB gets into the White House and finds that when he gives an order, nobody obeys it", Truman is reported to have said when Eisenhower won the 1952 Presidential election.

In that case he was talking about the difference between the clear-cut command structures of the military and the messy ways things get done in Washington but they are equally true of office life. Unless you study its politics, you are unlikely to achieve very much, no matter what the organisation chart says about your position.

The first lesson to learn is that getting anything done depends on a lot of people who do not figure in the charts at all. They are what some American management textbooks call "gatekeepers".

Their position is neatly caricatured in Frank Dickens's *Standard* cartoon of office life, *Bristow*, where all manner of minions have more impact on the life of the mythical Chester Perry Organisation than its invisible chairman and where the least effective

### I was treated as a person of consequence

executive is the supervisor. Fudge, bellowing "get on with your work" at his team of surly drones.

Frank Dickens only worked in an office for six weeks but it was long enough for him to see how important these unofficial hierarchies are. Any newcomer to a firm would be well advised to begin by identifying them.

Your most useful guide in this respect is obviously your secretary/assistant. Not only is she your own personal gatekeeper but if she has been there for any length of time she will be plugged into the gatekeeper network. That means she can tell you who the people are who will stay late to get off 50 copies of a letter and who can be relied on to take messages or to lie discreetly to unwelcome callers - and what you need to do to keep them on your side.

Conversely, there are those with whom you should have as little to do as possible because any casual word or deed will be taken down and used in evidence against you as soon as the opportunity arises. This kind of information can, in the words of a recent American article, "do 10 times for you what your MBA can" - especially at the beginning of your career, when you have the naive belief that the reporting structures they told you about at the interview are the way things really work.

### Godfrey Golzen looks at the influencers and gatekeepers who matter

In my own first job as assistant to the manager of an overseas branch of a company, my career never really recovered from not inviting my boss's middle-aged secretary to my first drinks party. In my next job I was luckier. Working for the London office of an American firm, I became friendly with the chairman's son, a charming expatriate who took very little interest in the business and who had no official position in its hierarchy. However, he was on very good terms with his father, with the result that when I visited New York I found I was treated by senior executives there as a person of rather more consequence than I was.

My American colleague was what the textbooks call an "influencer" - that is someone who has no ostensible power, but who has the ear of those who have. They may be relatives of a major shareholder but more often they are rising executives themselves, the boss's blue-eyed boy or girl, powerful subordinates of a weak superior or people with expert knowledge in a crucial field who prefer the role of grey eminences to that of being in the hot seat.

Sometimes they can be outside the organisation altogether in the form of professional advisers, friends of key people on the inside or even important customers and suppliers whose good opinion of you could be influential. Gossip, in fact, plays an important role in office politics. It is a dangerous substance which has to be handled with care and the general advice is not to gossip yourself unless you want your words to get around. As every politician knows, the calculated leak can be a very useful stratagem. For instance, says Michael Korda in his best-selling book *Power in the Office*: "Gossip can be used to spread bad news before it's officially announced in order to make the actual announcement less painful and surprising."

Thus the astute chief executive of a printing firm put about a rumour concerning the introduction of new technology in his plant long before the event. When it was actually announced, the issue had already been debated on the shop floor at such length that the heat had been taken out of it and the ensuing changes were accepted without a murmur.

Gossip is also used, unofficially of course, as an informal intelligence system. Gatekeepers are a rich source of gossip - no man is a hero to his secretary - but even executives are on the gossip network. For instance, if someone's performance is not up to standard, it is likely to become common knowledge among his or her peers long before it gets into the figures which are put before the "decision makers" who are at the top.

Indeed, the opinion of gatekeepers and influencers are often decisive in determining the course of a career. A bank manager relates how he takes the views of his tellers into account in considering loan applications. "They see what the applicants are really like", he says. "The figures I get shown have usually been massaged by an accountant to put them in a good light."

### One department usually dominates

Personal gossip is a more delicate matter but it should not be ignored. The knowledge that Mr X is seeing rather more of Ms Y after work than he should is not of any direct concern to you, but it could become relevant if Mr X is an important person in the organisation. In that case, a piece of information emanating from a friend of Ms Y is probably well authenticated. The social relationships that build up in an office, sometimes between people of quite different status, can be a due to its unofficial hierarchies - especially in establishing who and where the influencers are.

Their position is crucial because they reveal a great deal about the nature and objectives of the decision makers. Usually organisations are dominated by one department - design, production, sales, finance or whatever make the running no matter what the charts say. The question then is whether this dominance is relevant in the light of conditions in the world outside. In his book, *Corporation Man*, Antony Jay says: "In a healthy firm the status making will follow the priority order of importance of the firm's success and survival. The convulsions come when the conditions of survival change faster than the normal organic changes of the individuals on the status ladder."

The moral of that is that the game of office politics should never become so absorbing as to make the players forget real objectives, like profitability.

The weekly jobs newspaper, *Executive Post*, is published by MSC's Professional and Executive Recruitment, not Manpower, as stated last week.

## BANKING & ACCOUNTANCY APPOINTMENTS

Trade 01-278 9161/5

### Computer Auditor - Finance

#### An exceptional opportunity to develop the function.

Chartered Trust plc, one of the country's foremost finance houses, is a wholly owned subsidiary of the Standard Chartered Bank Group, one of Britain's major international banks with assets exceeding £28 billion.

We offer a comprehensive range of financial services for both the consumer and industrial markets through a network of over 70 branches, with our Head Office in Cardiff. We are able to provide the widest possible role for an experienced Computer Auditor. The Company offers the stimulus, experience and challenge of working in a fast-moving environment with excellent prospects of promotion. Reporting to the Inspection Manager, and based in Cardiff, the post entails responsibility for the development of this recently created role. The ideal candidate will be professionally qualified and possess a sound knowledge of internal audit, systems development and data processing. The successful candidate will probably be about 28 years of age, have a keen intellect and the commitment and drive to enhance this key function.

The attractive benefits package includes a competitive salary, eligibility to join a mortgage subsidy scheme and generous assistance with relocation expenses, where appropriate. Cardiff offers an excellent choice of housing in one of the most attractive parts of the country. If you feel that you can take on this challenging role, please send a current C.V. to: Mr P.R. Symes, Training & Development Manager, Chartered Trust plc, 24/26 Newport Road, Cardiff, CF2 1SR. Telephone Cardiff (0222) 484484, extension 2120.

 Chartered Trust

### BOOK-KEEPER

#### c. £8,000

Long established and still expanding prestigious contract flooring and furnishing company with modern offices and showroom in the City, have a vacancy for an experienced Book-keeper to trial balance. Must be familiar with bought and sales ledgers and able to operate electronic accounts machines.

Responsible position with excellent prospects for enthusiastic person. Apply in writing to:

S. R. Sawyer, Andrew Bruce & Co. Ltd., 31 Old Bailey, London EC4M 7HT

### Bright Assistant Book-keeper Paye Clerk

Required with at least 2 years experience for a firm of Chartered Surveyors in NW8. Salary in the region of £5,500. For interview contact the firm's accountant on 722 9752

**PART-TIME ACCOUNTANT**  
Sought for the accounts and administration of property development company. Job of 2-3 hours per week. Knowledge of company procedures (Accounts, Invoicing, Balance Sheet, etc.) essential. Can flexibly fit in with your own schedule. 10-15 hrs per week. Salary negotiable. Tel: 01-483 6000

You may now use your Access or Visa Card when placing your advertising

## CAREERS IN BANKING

### EUROPEAN AUDIT

£14,000 + Bank Benefits

A Major US Bank seeks a number of experienced Auditors to strengthen its European Audit function. The successful applicant will have either a full accounting qualification, combined with a knowledge of systems audit gained in the profession, or, have been employed within the audit department of an International Bank for at least three years. Fluency in French or German would be advantageous.

### CREDIT ANALYST

£15,000 + Bank Benefits

A well respected Merchant Bank has an excellent opportunity for a Graduate ACA, with significant experience of balance sheet spreading and cash flow analysis of detailed management accounts. Our client is seeking a highly motivated Analyst, who is also interested in exploring other aspects of banking. An excellent benefits package will apply.

For the above, and similar vacancies, please contact Peter Haynes or Joanna Davies

All applications will be treated in strict confidence.  
JONATHAN WREN & CO. LIMITED,  
170 Bishopsgate, London, EC2M 4LX.  
Tel: 01-623 1266

**Jonathan Wren**  
RECRUITMENT CONSULTANTS

## BADENOCH & CLARK

### MICRO CONSULTANT

To £25,000

Our client, an established medium size firm of chartered accountants require an exceptional candidate to head up their computer services. Applicants must be qualified accountants, aged 28-35, with extensive experience of a wide range of systems and the ability to hold their own in a competitive environment. The successful candidate will be required to set up a fairly large 'in-house' system and to develop consultancy facilities for the firm. Achievement in this role will be rewarded with short-term partnership prospects. Please contact Colin Puckridge in Great Westway.

### TAX CONSULTANCY

To £18,000 + Benefits

On behalf of several of our clients, who include international firms of Chartered Accountants and Multinational Corporations, we are actively recruiting bright, young candidates to join their highly professional and prestigious taxation teams. Applicants should be graduate A.C.A.s, Solicitors or Tax Bachelors with a minimum of one year's experience in taxation in the age range 25 to 28.

To discuss these possibilities, please contact Theodora Borgeas or Rachel Caines.

### FINANCIAL CONTROLLER

To £17,000

Expanding advertising/financial P.R. company based in the City wishes to strengthen Accounting Team. Reporting to the Finance Director, candidate will be aged in their mid to late 20's, graduate A.C.A.'s with a diverse training and an outgoing manner. This is an excellent opportunity for candidates wishing to move into a major growth sector at a senior level. Contact John Cullen.

### FINANCIAL ANALYST

c. £15,000

Multinational blue chip based in Central London seeks graduate ACA aged 24-27 to join a small head office team engaged in investigations, acquisitions and development plans. Because of the need to develop a team forecasting model candidates must have had extensive systems exposure. Contact Robert Morgan.

Financial Recruitment Specialists  
16-18 New Bridge St, London EC4V 6AU  
Telephone 01-583 0073

## INVESTMENT RESEARCH/ADMINISTRATION ASSISTANT

Salary range: £12,000-£18,000 upwards

★ Swiss UK representation office in quiet SW London location has vacancy for a research and administrative assistant to monitor with an acute and inquisitive mind an international range of investments (equity, bonds, forex etc.). The use of a personal computer with Lotus and/or other accounting and simulation models is involved.

★ Applicants (male/female) who will preferably be graduated, must at least have 'A' level mathematics and experience of 2/3 years in investment markets with an institution or broker.

Please send full C.V. in confidence to:

BOX 1269 W, The Times.

## Financial Director

Designate

HITCHIN, HERTS

ART PUBLISHING

Successful art publishing company exporting worldwide wishes to appoint financial director to work closely with the Managing Director and to play an important role in the development of the parent company in the United Kingdom and the subsidiary company in the United States.

Candidates should be qualified accountants who can clearly demonstrate a successful career to date in financial management as well as a high degree of business acumen. Experience in computer management will be an advantage.

An appropriately attractive salary package will be offered.

Written applications enclosing detailed cv should be sent in the strictest confidence to:

The Managing Director, F. J. Warren Ltd, 63 Walsworth Road, Hitchin, Herts SG4 9SX.

## GENERAL APPOINTMENTS

Trade 01-278 9161/5

## BANKING & ACCOUNTANCY APPOINTMENTS

Trade 01-278 9161/5

### EXPERIENCED PETROLEUM GEOLOGISTS

Robertson Research International Limited has vacancies for Petroleum Geologists with 5 to 15 years' experience, based both in London and at our headquarters in North Wales. At the former location, the work would mainly involve the independent evaluation of un drilled acreage, drilled hydrocarbon bearing prospects and producing fields in North-West Europe and also major oil provinces world-wide. At our headquarters in North Wales the work would involve basin evaluation studies and large regional geological studies of potential and known hydrocarbon bearing provinces in North-West Europe, Africa and the Middle East. We are particularly seeking geologists with an interest in relating petroleum geochemistry concepts to basin evaluation.

Robertson Research is the largest independent geological consultancy in the UK and has offices throughout the world. It provides integrated consultancy and services to the oil industry in the fields of reservoir geology, evaluation studies, regional studies, biostratigraphy, geochemistry and core analysis.

We offer generous terms and conditions of employment which include an attractive salary, a profit sharing scheme and free family membership of a health insurance scheme. Applications are invited from suitably experienced personnel and should either submit a comprehensive curriculum vitae or telephone to obtain one of our application forms.

H W Pike, Personnel Manager,  
ROBERTSON RESEARCH INTERNATIONAL LTD.,  
Llandudno, Gwynedd, LL30 2SA, United Kingdom  
Telephone: (0492) 81811

### ALWAYS INTERESTING

to £12,000

Today you could be interviewing a candidate, meeting a client, telephoning either, writing advertising copy, congratulating a candidate on being offered a job, arranging another interview, taking details of another job. Tomorrow may be very different. That's the job of one of our Recruitment Consultants - it could be yours. It is interesting, frustrating but never boring and there is the opportunity to earn a good basic salary and excellent bonus. Expansion has created opportunities in the City and West London.

Telephone Stephen Hooks  
on  
01-955 3194  
Rec Computers (Rec Cons.)

### ADMINISTRATION MANAGER

For Tour Operator

We are seeking a capable person to handle the day to day running of our head office in London. Duties are varied and involve all aspects of general office administration plus Personnel work. The suitable applicant should be aged no less than 28 years and be experienced in office organisation at senior level. The ideal person must be flexible and willing to become fully involved.

Please apply with full C.V. and salary history to  
Miss M Rowley.



**Ohshu Express Limited**

Alpha House, 50-51 Kingsway, London WC2E 8AH  
Tel: 01-494 4088 Tel: 265292

### UNDERWRITING TECHNICIAN

To work for a P & I Club in their busy Underwriting Department

The successful candidate should possess both initiative and common sense and have at least 5 'O' levels (including Maths and English). Preferred age 18-30. Salary negotiable according to age and experience. Excellent working conditions and benefits.

Please apply with curriculum vitae to:  
Miss Felicity Gray,  
Charles Taylor & Co.,  
International House,  
1 St. Katherine's Way,  
London, E1 9PL.

## FINANCE SALES REPRESENTATIVES

### HAVE YOU GOT WHAT IT TAKES TO BE A

60	70	140	100	60	130	200	110	80	120	300	150	90	110	400	200	100	130	500	250	120	160	600	300	140	180	700	350	160	220	800	400	180	260	900	450	200	300	1000	500	220	340	1100	550	240	380	1200	600	260	420	1300	650	280	460	1400	700	300	500	1500	750	320	540	1600	800	340	580	1700	850	360	620	1800	900	380	660	1900	950	400	700	2000	1000	420	740	2100	1050	440	780	2200	1100	460	820	2300	1150	480	860	2400	1200	500	900	2500	1250	520	940	2600	1300	540	980	2700	1350	560	1020	2800	1400	580	1060	2900	1450	600	1100	3000	1500	620	1140	3100	1550	640	1180	3200	1600	660	1220	3300	1650	680	1260	3400	1700	700	1300	3500	1750	720	1340	3600	1800	740	1380	3700	1850	760	1420	3800	1900	780	1460	3900	1950	800	1500	4000	2000	820	1540	4100	2050	840	1580	4200	2100	860	1620	4300	2150	880	1660	4400	2200	900	1700	4500	2250	920	1740	4600	2300	940	1780	4700	2350	960	1820	4800	2400	980	1860	4900	2450	1000	1900	5000	2500	1020	1940	5100	2550	1040	1980	5200	2600	1060	2020	5300	2650	1080	2060	5400	2700	1100	2100	5500	2750	1120	2140	5600	2800	1140	2180	5700	2850	1160	2220	5800	2900	1180	2260	5900	2950	1200	2300	6000	3000	1220	2340	6100	3050	1240	2380	6200	3100	1260	2420	6300	3150	1280	2460	6400	3200	1300	2500	6500	3250	1320	2540	6600	3300	1340	2580	6700	3350	1360	2620	6800	3400	1380	2660	6900	3450	1400	2700	7000	3500	1420	2740	7100	3550	1440	2780	7200	3600	1460	2820	7300	3650	1480	2860	7400	3700	1500	2900	7500	3750	1520	2940	7600	3800	1540	2980	7700	3850	1560	3020	7800	3900	1580	3060	7900	3950	1600	3100	8000	4000	1620	3140	8100	4050	1640	3180	8200	4100	1660	3220	8300	4150	1680	3260	8400	4200	1700	3300	8500	4250	1720	3340	8600	4300	1740	3380	8700	4350	1760	3420	8800	4400	1780	3460	8900	4450	1800	3500	9000	4500	1820	3540	9100	4550	1840	3580	9200	4600	1860	3620	9300	4650	1880	3660	9400	4700	1900	3700	9500	4750	1920	3740	9600	4800	1940	3780	9700	4850	1960	3820	9800	4900	1980	3860	9900	4950	2000	3900	10000	5000	2020	3940	10100	5050	2040	3980	10200	5100	2060	4020	10300	5150	2080	4060	10400	5200	2100	4100	10500	5250	2120	4140	10600	5300	2140	4180	10700	5350	2160	4220	10800	5400	2180	4260	10900	5450	2200	4300	11000	5500	2220	4340	11100	5550	2240	4380	11200	
----	----	-----	-----	----	-----	-----	-----	----	-----	-----	-----	----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	------	-----	-----	-----	------	-----	-----	-----	------	-----	-----	-----	------	-----	-----	-----	------	-----	-----	-----	------	-----	-----	-----	------	-----	-----	-----	------	-----	-----	-----	------	-----	-----	-----	------	-----	-----	-----	------	------	-----	-----	------	------	-----	-----	------	------	-----	-----	------	------	-----	-----	------	------	-----	-----	------	------	-----	-----	------	------	-----	-----	------	------	-----	------	------	------	-----	------	------	------	-----	------	------	------	-----	------	------	------	-----	------	------	------	-----	------	------	------	-----	------	------	------	-----	------	------	------	-----	------	------	------	-----	------	------	------	-----	------	------	------	-----	------	------	------	-----	------	------	------	-----	------	------	------	-----	------	------	------	-----	------	------	------	-----	------	------	------	-----	------	------	------	-----	------	------	------	-----	------	------	------	-----	------	------	------	-----	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	-------	------	------	------	-------	------	------	------	-------	------	------	------	-------	------	------	------	-------	------	------	------	-------	------	------	------	-------	------	------	------	-------	------	------	------	-------	------	------	------	-------	------	------	------	-------	------	------	------	-------	------	------	------	-------	--